THE FINANCIAL POST

The Canadian Newspaper for Business Men and Investors

Vol. XX. Annual Subscription, $5.00 PUBLICATION OFFICE: TORONTO, JANUARY 8, 1926 Single Copies, 10 Cents No. 2

WEST BECOMING INDEPENDENT AS INDUSTRIES GROW

Each New Factory Adds Fuel to Business of Entire Country

MEANS EMPLOYMENT

Growth of Manufacturing is Solving Problem of Markets For Our Coal

What may be termed the industrialization of the West is considered by business leaders to be a very important phase of the commercial progress of the country. This week come announcements of further progress in the establishment of the infant sugar beet industry in Alberta, and there are also further developments in the milling industry in several parts of Alberta and Saskatchewan. Manitoba has just added a new steel plant for the manufacture of farm implements. This situation is already playing a large part in ironing out the extreme depressions to which the West has been subject when the crops fail, and which is passed on to the entire country.

The leading industries of the West at present are, milling, slaughtering and meat packing, and dairying. Flour milling ranks first in all three provinces. The output during the last year for which statistics are available, 1923, was over $36,000,000, distributed as follows: Manitoba, $15,765,236; Alberta, $12,008,570; Saskatchewan, $8,968,743. The largest wheat growing province was the smallest flour milling province. The packing industry came second in Manitoba and Alberta, while dairying was second in Saskatchewan. Dairying was third in Manitoba and Alberta and the publishing and printing business came third in Saskatchewan. All industries combined, there are more than 800 plants in Manitoba with nearly $100,000,000 of invested capital and products worth approximately the same amount. In Saskatchewan there are about 650 plants with invested capital of $30,000,000 and output valued at $35,000,000. There are 725 plants in Alberta with [illegible],000,000 capital and products worth $55,000,000.

Country's Business Benefits

The total value of the industrial output of the West is still small in relation to the total revenue from the farms, but there has been a remarkable increase in this development in a decade. The manufacturing output is now more than 20 per cent. of the farm revenue, being $170,000,000 last year as against $813,000,000 from the farms of the three provinces. While the value of the farm output is growing rapidly, the total of industrial output is keeping pace, and industry is absorbing a greater and greater portion of the farm produce right on the ground. Further than this, it is absorbing a larger quantity of the products of the East which are not produced west of the Lakes, and is increasing the business of the railways and other transportation companies to the benefit of the entire country.

The export trade of the country is also being increased, piling up a larger credit abroad. Furthermore, such manufacturing is creating a market for the latent supply of coal and other products in Western Canada, and thus is opening up other channels of profit and employment. The movement is one which need not be feared by the East on account of the loss of markets, since the consuming power of the West promises to keep pace with the growth in output.

Altogether, what we have called the industrialization of the West is already proving of great benefit to the business and growth of the entire country. It has added $170,000,000 to the funds available for spending. It has enlarged the home market for farm products and increased the demand for the raw materials of the East. It is making the West self-sufficient, and better able to withstand economic reverses. The Winnipeg area, for example, with its 430 establishments yielding products worth $70,000,000 is no longer wholly dependent on the vagaries of climate and temperature. The sugar beet area in Southern Alberta is becoming an independent industrial area producing a commodity which is always in keen demand in all sections of the country.

Organizing Farmers to Oppose Embargo

MONTREAL.—As a result of the agitation for the placing of an embargo on the export of pulp wood from private lands a movement is now under way in the Thunder Bay District of Ontario to organize the famers who have holdings of wood and the settlers who depend largely upon the sale of wood for export. An office has been opened in Fort William, for the purpose of advancing the cause of settlers in connection with the pulp wood business and to carry on work deemed helpful in opposing such efforts as may be made to impose an embargo or heavy export tax on the exportation of raw wood.

Corporations Are Appreciated in Quebec Province

QUEBEC.—Quoting La Patrie, which praises the national influence exerted by President Beatty of the Canadian Pacific Railway, the Chronicle-Telegraph comments:

> It is noteworthy that, while public opinion in other provinces tends to bait and harry large corporations, in Quebec the important services rendered by these enterprises is recognized and relations of friendly co-operation obtain.

STEAMSHIPS AIDED BY BETTER OPERATING

Improved Position Will Be Shown in Annual Report For the Past Year

As the result of substantial economies in operation and the opening and consolidating of new traffic routes, The Financial Post is informed that Canada Steamship Lines will show a substantial improvement in financial position when the annual balance sheet is put before the shareholders about the end of April.

This will be of particular interest to the preferred shareholders who have been patiently looking for an improvement in the company's affairs which might be regarded as presaging a return of dividend distributions. It is hardly to be expected that the 1925 statement will show a situation to warrant a disbursement to the shareholders, but the fact that the price of the preferred shares improved about 10 points during the past year is somewhat encouraging.

The preferred dividend was last paid for the quarter ending March, 1922. Arrears to December 31st, 1925, were $3,500,000. There has been some talk of a share reorganization to take care of this situation. The surplus in 1924 was only $127,800 compared with a preferred dividend liability of $875,000.

TO INCREASE B.C. NEWS OUTPUT TO $20,000,000 YEAR

That Will be Effect of Reorganization of Pulp Companies

From Our Own Correspondent.

VANCOUVER.—British Columbia's newsprint production will soon be valued at $20,000,000 a year following important developments now being carried out in the industry. Reorganization of the Whalen Pulp & Paper Mills and of the Beaver Cove Lumber & Pulp Company has been completed during the past few days and this will have an appreciable effect on production.

It would not surprise people close to the industry if considerable British capital was put into pulp mills in this province during the year, although most of the overtures in that direction have proved futile in the past, and there is at present a preponderance of United States money in the business on this coast.

The Powell River Pulp & Paper Company at Powell River and the Pacific Mills at Ocean Falls are at present turning out a little over 200 tons a day each, the 1924 output being placed at 136,282 tons valued at $9,500,000. Present plans of the Whalen and Beaver Cove organizations are for a two-hundred ton production at each of the two plants, so the production in B. C. should soon be doubled.

The reorganization of the Beaver Cove concern is regarded as the biggest thing in the pulp and paper industry here in years. The International Harvester Company is behind the project and has undertaken to put up $2,000,000 to cover the cost of remodelling the plant at Beaver Cove, east coast of Vancouver Island, which was built during the war. A total of $16,000,000 will probably be put into the concern during the next few years if conditions are satisfactory, and there is talk here of the organization of a $25,000,000 company with the International Harvester Company behind it as a permanent operating and controlling unit for an ambitious pulp development scheme to be launched during the next few years.

The ratification of the Canadian-Australian treaty, which gives Canadian pulp and paper substantial preference in the Australian market, and satisfactory settlement of the timber royalty question at the last session of the provincial legislature, are the basic factors responsible for the stimulation of interest in the industry at this time.

Soviet Trade Delegation Names Royal as Bankers

Letterheads of the Union of Soviet Socialist Republics trade delegation in Montreal now bear the phrase, "Canadian bankers; the Royal Bank of Canada."

As reported in The Financial Post last week, the Soviet co-operatives have also arranged banking connections in Canada.

NATIONAL CASH REGISTER ISSUE OVER SUBSCRIBED

Public Show Keen Demand For the 1,100,000 Shares of Class A Common

Public offering of one million one hundred thousand shares of Class A common stock of the National Cash Register Company of Maryland, at $50 a share was made on Tuesday by the Dillon Read Co., who have purchased a large interest from the heirs of John H. Patterson, the founder, and who are responsible for the present re-organization of the National Cash Register Co.

The issue was enthusiastically and quickly taken up on the first day and application for stock, it is said, exceeded the amount offered by fivefold. Dominion Securities, the Canadian correspondents of Dillon, Read & Co., handled the issue in Canada and their allotment was very quickly absorbed. On the stock market Cash Register reached the high of 54 during the day, reacting fractionally at the close. The keen interest displayed in the issue indicates either that there is a very large amount of money in the investment market or that the public regards the National Cash issue very favorably, or both.

Incidentally this issue represents the largest single offering of common stock ever made in the United States. The National Cash deal resembles the Dodge re-organization in many respects, being second to it in size. It marks, as in the Dodge Company, the passing out of a very closely held corporation. It is also of some significance that the Dillon Read Co., a comparatively young company, were the successful tenders of both issues. Unlike the Dodge issue, the management will remain unchanged and the present executive with few exceptions will continue.

The new company has a capitalization of 1,100,000, common A stock no par value, and 400,000 common B stock no par value. The A stock is entitled to cumulative dividends of $3 a share annually before dividends are paid on the B stock. The dividends on the A stock will be initiated immediately payable quarterly following January 15th. Subject to this prior right, the B stock is entitled to non-accumulative dividend of $3 per share. Both classes participate equally share for share in additional dividends in any year. The B stock holders are given the right to elect a majority of the directors.

The majority of the B stock will remain in the hands of Fred B. Patterson, the present president. The Employees' Profit Sharing Plan heretofore in effect will be discontinued and instead 150,000 fully paid

(Continued on page 8)

Maritime Rights in a Nut-Shell

SYDNEY.—With instructions to fight to a finish for endorsation of a resolution demanding greater protection on Nova Scotia coal and Steel, Cape Breton delegates will appear in force at the forthcoming Maritime conference of Boards of Trade at Moncton. At the last meeting, in Prince Edward Island, the resolution was side-tracked as being politically partisan in its nature.

The Moncton gathering is a follow up on the Maritime Rights movement, and the recent Winnipeg conference, and one of its slogans will be "Canadian Trade for Canadian Ports."

In a nutshell, the idea prevalent in Eastern Canada is this: If Nova Scotia is expected to pay more for automobiles in order to give Ontario towns an automobile industry, why should not Ontario and Western shippers pay a few cents more to send their exports through Halifax and St. John instead of Portland?

The reply from Upper Canada to date has been: "Shippers will ship over the routes that are cheapest."

So could Nova Scotia reply: "People will buy autos where they are cheapest—namely, in the United States."

But the government by a tariff forces Nova Scotia to buy Ontario cars; so Nova Scotia wants the government to do something to force Ontario to use Nova Scotia ports.

That is the popular Maritime conception of the Maritime Rights movement in a few words, and columns of type could hardly make it any clearer.

To Open the U.S. Market to Canadian Beef Cattle

Definite Movement Being Launched at Washington — An Advantage to Canadian Farmers Only if Assurance of Permanency is Given

The movement to have the American market opened for the export of Canadian cattle, to which The Financial Post referred some weeks ago, is now taking definite form, as indicated by news from both Washington and New York. American farmers and American consumers are becoming interested in the question of the future of the cattle industry and beef supply.

As pointed out at that time, Canada will not be particularly interested in the removal of the present duties against her cattle unless there is a treaty to insure that the arrangement will be reasonably permanent and not merely an experiment depending on political whim. Prior to the removal of the tariff by the Wilson administration, Canada had a good overseas cattle business. Then for some years Canadian stock breeders raised feeders and stockers for the United States. When the tariff was again imposed it left the Canadian cattle industry in a very bad way. It has taken the last five years to produce again a satisfactory export type.

Canadian farmers do not want to go through this experience again. They want the American market, but they also want assurance that if opened to them it will not again be closed after they have given up their hard won place in the British markets.

NEW YORK.—There are indications of a definite movement to secure for Canada access to the American market for her cattle. At the present time Canadian cattle exports are subject to a duty of 1½ to 2 cents a pound and this is reflected in the difference between the prices prevailing in Toronto and Chicago. In view of the friendliness of the Coolidge administration towards Canada, and the fact that it is generally considered that the tariff, when it was imposed, was aimed at the cattle of South America and Mexico rather than Canada, there would seem to be reason to expect that something may come of the agitation.

Canadian cattle raisers and dealers are presumed to be behind the movement for the letting down of the tariff bars, but the fact that American farmers and American consumers would benefit by the free entry of cattle from the north is also receiving consideration. At the recent convention of the newly formed Reconstruction League at Washington, Dr. Lynn R. Edminster, of the Institute of Economics, in a thoughtful address, stated his conviction that the United States from now on will be an importer, and not an exporter, of beef. Under these conditions it would be a benefit to both American stock farmers and the public to secure stockers and feeders from Canadian breeders to be finished as beef cattle in the United States.

Discussing the plan "to have certain interests use their influence at Washington on behalf of the proposed modification of the tariff as a means of reducing current prices of meat and guarding against further advances," the Journal of Commerce says:

> The tariff on cattle weighing less than 1,050 pounds is 1½c. per pound, and on cattle weighing 1,050 pounds or more, the rate is 2c. per pound. Imports from Canada have been comparatively small, the total for 1924 being 130,590 head, valued at $4,070,935, for consumption, and 612 head, valued at $168,747, for breeding purposes.

J. Shamberg, who has been one of the leading factors in the Canadian cattle export trade, said recently that while he had not heard of any movement to induce the United States to modify or remove the tariff on Canadian cattle, the modification of the tariff would undoubtedly meet with considerable opposition on the part of Western and Southwestern growers, but would probably be welcomed by farmers in the Northern section of the country, who could take the Canadian feeders, fatten them and market them at a profit.

"It must be remembered," said Mr. Shamberg, "that 80 or 85 per cent. of the corn grown in this country is marketed through the medium of cattle. Canada, by reason of climatic conditions, lacks the corn for fattening her cattle and would find it highly advantageous to ship her feeders across the border to be fattened and marketed in this country.

"During the Wilson administration cattle were brought down to Lancaster, York and Lebanon counties, Pennsylvania, for fattening. In those counties the farmers raise a considerable quantity of tobacco, and found it advantageous to increase their acreage of corn to feed the cattle. In this way they obtained cheap fertilizer for their main crop, tobacco."

Will Canadian Banks be Forced to Take Steps to Guide Opinion?

Agitation in Maritimes and West Continues for More and More Credit Facilities — Banks and Loan Companies Handle All Profitable Business—Will Government Take Unprofitable?

From Our Own Correspondent

MONTREAL.—An article headed "Small Business and the Banks" has been republished from the columns of the "Sydney Post" in the Ottawa Journal. The article indicates clearly a certain trend of the public opinion in Canada. It reflects the views of those who feel that the Canadian banking system does not accommodate itself to the credit requirments of the small merchants, farmers and small scale manufacturers. It seems that public opinion tends to the belief that the bankers are witholding credit where it should be extended more freely.

Curiously enough, coincident with the publication of the editorial in the Sydney Post, the Commercial West, a weekly journal published in the United States, devotes its leading article to the fact that five banks in Denver, Colorado, closed their doors within two days and that the cause for these failures was "frozen credits" due to slow payment on advances made on "agricultural" paper. The Sydney Post says credits such as this have been unduly restricted, whilst the American paper traces the failure of many banks to over extending credits to this type of banking customer.

Both chartered banks and the loan and mortgage companies have made large advances to agriculturalists in all provinces and all the evidence in the opinion of agricultural and financial experts indicates that the bane of the farmer in the past has been too much, rather than too little credit.

Bankers Willing to Loan

There seems little reason to doubt that Canadian bankers are quite willing to make loans to the smaller customers, but it is certainly not within the province of the banks—and the Bank Act also forbids it—to make long term loans on real estate which naturally would include farm land. The bank statement indicates that the banks have a surplus of funds and that sound loans are being sought.

Although the banks then, have done, and are doing much for agriculture and small business, the feeling against them appears to grow.

Unless something is done by the Bankers' Association to explain or to meet this situation, it seems a safe supposition that the banks as a whole will face a more serious problem in the future.

Similar situations have been met by the railway companies, the electric interests and the manufacturers and these also certainly did not act until they were practically forced to do so. The visual proof of this statement is seen in the various institutional advertising campaigns which many big corporations are wisely carrying out in this country at the present time. The cost would have been less, had they builded better in the first instance.

The editorial from the Sydney Post reads as follows:

> Sir Frederick Williams-Taylor, the able and distinguished general manager of the Bank of Montreal, defends, if he does not actually extol, the modern

(Continued on page 8)

Mr. Murphy's Good Suggestion

With the idea of removing some of the obstructions with which corporate business has been met throughout the Dominion, Hon. Charles Murphy, in his capacity as Acting Secretary of State, has suggested a round-table conference between the Dominion and the provinces:

"Fifteen years ago an attempt was made, through a conference of the Dominion and the provinces, to solve difficulties of the same character that then existed. At that time, however, it was considered advisable that a preliminary clarification might be brought about by judgments of the courts upon the constitutional questions that were raised. The litigation which ensued instead of solving the difficulties as they then appeared created new ones and rendered the state of things still more doubtful. Moreover this litigation has clearly shown that the situation cannot be cleared up through further recourse to the courts. There appears to be no practical solution except through a round-table conference between the Dominion and the provinces. This conference should meet in an atmosphere of compromise, and its only aim should be to improve conditions by creating greater certainty in corporate activity.

"It appears to me advisable that in the interest of Canadian business a conference should be held at as early a date as possible, and as a step in that direction the views of the provinces will be ascertained without delay."

In view of the experiences to which Mr. Murphy refers, it would seem that nothing is to be gained by going to the courts but that a round-table conference such as he suggests might result in mutual appreciation of each other's difficulties by different parts of Canada and various interests.

BECK'S PROMISES DISAPPOINTING TO GUELPH PEOPLE

Would Now Take Street Car System From the Hydro

A SAD EXPERIENCE

City, at Beck's Insistence, Turned Down Opportunity for C.P.R. Operation and Outside Radial Connection

GUELPH. — Disappointment with the results of the operation of the local street railway system by the Ontario Hydro Electric Commission has been manifested by the people of Guelph in the big majority recorded in the municipal election for the bylaw favoring the return of the system to local municipal control. In fairness to the operating department of the Hydro, it might be explained that the dissatisfaction of the Guelph taxpayers is not so much due to the unfavorable results which have been shown as to the extravagant but vague promises which were held out by the late Sir Adam Beck as to the fruits of entering into the arrangement for Hydro operation. Sir Adam's promises, made with his usual lavish use of generalities, and lack of regard for technical considerations, were effective four years ago in persuading the people of Guelph at the eleventh hour from accepting an arrangement to have their road operated under very favorable, and altogether practical, conditions by the Canadian Pacific Railway. It was a case of beating the corporation at any cost—and Guelph is just beginning to realize what the cost really was.

Years ago Guelph at its own expense built a railway line to Guelph Junction to connect with the C.P.R. some fifteen miles away. Later this line was extended to Goderich by the C.P.R. and Guelph now collects toll on every ton of freight passing over this important grain route. The project is returning the city very handsome profits — it being about the only one of the city's several public ownership ventures to do so, and that as the result of corporation and not municipal operation. And so when, several years ago, some of Guelph's leading business men conceived the idea of having the street railway operated by the C.P.R., it was generally accepted as a splendid opportunity to secure experienced, efficient administration with every assurance of improved service and reasonable prospect for overcoming deficits.

There was another very important advantage for Guelph in the C.P.R. proposal. For years there had been a desire for outside radial connection. At Hespeler, about ten miles away, such a connection was offered by the C.P.R. with existing lines to Preston, Galt, Kitchener and other points. Furthermore, this connection, part of the proposed arrangement with the C.P.R., offered access to Puslinch Lake, a small water resort towards which Guelphites had long cast envious eyes in the hot weather.

Thus then was the stage all set for this very attractive arrangement with the C.P.R. It was all over but the voting when Sir Adam Beck started a typical whirlwind campaign against the "iniquitious corporation" which the people were led to believe had for its sole object the wrecking of the Hydro's visionary scheme for a network of electric lines to cover the province. It was urged that all the municipalities must stand together, that the chain would be destroyed if

(Continued on page 13)

FEATURES

Fear of Surplus Caused Rush to Dispose of Wheat 2
Canada Needs Stream of New Citizens 3
Year-end Rise Followed by Profit Taking 4
Canadian Cottons Reports a More Profitable Year 5
Canada Paper's New Issue for Enlargements 6
Besco Improved Steel Output, But Strike Hit Coal 7
How to Make Better Use of Our Raw Materials 8
Refinancing Often Leaves Control Without Ownership 9
Independent Retailers Are Successful in Canada 10
Investors Should be on Guard Against Alluring Propositions .. 11
Asbestos Corp. Mortgage Bonds Are Sold 12
Irrigation Plan Reclaims Large Alberta Area 13
New Auto Insurance Rates Are Expected 14
Why Bank Manager Was Re-elected President of Board of Trade 15
Railways in No Position to Cut General Rates 16
Intensive Hunt for Base Metals in East Canada 18
Iron Ore Mining in Ontario Faces Many Advantages 19
Editorial. — Misusing the Navy League—Banks and Better Business—Data Going to Waste—Paternalism Not the Answer 10

The Trend of Business and Industry

Conducted by H. M. CAMERON, Statistical Editor, The Financial Post.

FEAR OF SURPLUS CAUSED RUSH TO DISPOSE OF WHEAT

Manipulation Not Charged; Supply and Demand Provide Explanation

The remarkable dispatch with which the 1925 wheat crop, the second largest in the history of the country, was distributed, is now attributed to the rumors of prospective bumper crops in Argentina and Australia, and the consequent expectation of lower prices. In this is to be found the explanation of the price oscillations, and it is generally agreed that there is little evidence of any kind that manipulation of prices existed.

On the other hand the law of supply and demand seems to have operated almost to perfection. When the crop first came on the market there were cabled reports of excellent wheat and rye crops in Europe. Russia alone was to have 100,000,000 bushels for export at the very least. Argentina had seeded the largest acreage in her history, and the Australian outlook also was bright. Canada herself was promised a crop of nearly 400,000,000 bushels early in the season. In the face of all these favorable factors it was only to be expected that the prices of wheat would drop, and a price below $1.20 was soon reached. It was evident to all that no other explanation was needed than the actual prospects of a huge world surplus of wheat.

Gradually the situation began to change. It was soon found that reports on the Russian situation were exaggerated. Either the Russian wheat crop was extremely small, or financial arrangements for marketing it in important countries were not satisfactory. Due to drouth, a shrinkage was soon reported in the Australian crop. Rust and weather conditions were then reported to have worked havoc in the Argentine crop. As a result of these factors the market began to take a decided upward turn and did not stop until wheat was again in the neighborhood of $1.70.

Wheat Disposed of Quickly

As a result of the factors stated, the purchases and sales of wheat were attended to more rapidly than usual, and less attention was paid to rumors of manipulation. With regard to these movements, D. C. MacLachlan, president of the Winnipeg Grain Exchange said recently:

So far as I know nobody has assigned any other cause than the alleged shrinkage in the world's available supplies. There has never been a season when the influence of supplies upon our markets has been so obvious and so quick, and when less credence has been given to the influence of speculation and the methods of marketing. One might say indeed that so far as our Western Canadian wheat crop is concerned actual experience this year has shown that our farmers have rushed the wheat to market; that farmers' selling agencies have been selling wheat almost as rapidly as they could get it to the ports; that prices fell because in addition to the large Canadian crop there was a universal belief in large crops coming in the Argentine and Australia, and a pretty general belief even in a considerable amount of wheat available in Russia. In addition, one may say, on the experience of this season, that no method of orderly marketing could have prevented the downward tendency of prices, and that no method of orderly marketing or speculating has had anything whatever to do with the later upward swing in the price level.

MANITOBA'S $125,000,000 CROP

WINNIPEG.—On the basis of the Bureau of Statistics' estimates of the grain crops in Manitoba and taking prices as the December futures recorded on the Winnipeg Grain Exchange, Manitoba's grain crop of 1925 is worth nearly $125,000,000 to the province. This total is made up of the following items: wheat, $52,050,505; oats, $31,685,000; barley, $33,301,882; rye, $4,018,560; and flax, $3,845,580.

Canadian Business Indicators

INDUSTRIAL

Car Loadings—

	1925	1924	
Week Dec. 26	46,632	36,457	+27.9
Yr. to date	2,990,124	2,898,021	+ 3.2

Grain Receipts—

Aug. 1 to Dec. 18	256,591,089	167,461,616	+53.3%

Building—

November	7,698,032	9,913,935	−22.3%

Railway Earnings—

11 Months—			
C. P. R.	$163,537,460	$166,811,984	— 1.9%
Oper. Exp.	194,203,327	201,787,478	— 3.7%
Net	35,327,983	33,497,940	+ 5.4%
C. N. R.	221,119,532	216,271,446	+ 2.2%
Oper. Exp.	104,203,327	201,787,478	— 3.7%
Net	26,916,205	14,483,968	+85.8%

Pig Iron Output—(tons)

10 months	446,973	547,486	—18.4%

FINANCIAL

Bank Clearings—

	1925	1924	
November	$1,633,085,136	$1,652,702,601	— 1.1%

Savings Deposits—Chart. Banks—

October	$1,277,588,281	$1,189,086,750	+ 7.4%

Current Loans—By Banks—

October	$906,249,140	981,111,418	— 7.6%

COMMERCIAL

Balance of Trade—

12 months, Nov. 30—	1925	1924	
Exports	$1,219,861,088	$1,057,508,866	+15.4%
Imports	874,295,547	812,854,157	+ 7.5%
Balance	$45,565,541	244,654,709	+41.3%

Wheat, No. 1 Nor., Winnipeg—

1925	1924
Jan. 5, $1.60.	Jan. (Av.) $2.24

Cattle—(Good, Toronto)

Jan. 5, $8.25	Jan. (Av.) $6.82

Hogs—Select, Toronto)

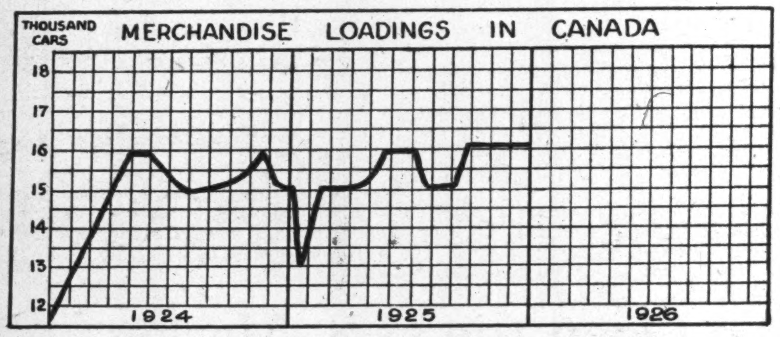
$12.75	(Jan. Av.) $11.17

Merchandise Car Loadings Provide Accurate Index

Reliable Measure of Industrial and Commercial Trends Since Highly Seasonal Factors Eliminated

The volume of merchandise loaded into freight cars is one of the best barometers of the trend and volume of retail and wholesale business in Canada yet available. When the total of car loading figures is taken merely as presented, error is likely to arise owing to the highly seasonal nature of some of the constituents, grain figures, for example. Grain loading is completed within a few weeks, but the buying and selling covers a large part of the year, and the revenue distribution is spread over the greater part of twelve months. Lumber coal, and some of the other products are seasonal as well. In other words, most of Canada's raw materials are highly seasonal, and their production or shipment cannot be altogether depended on as a comprehensive and accurate index.

On the other hand the finished products of the home made materials, and merchandise from abroad, constitute a total which fairly accurately represents the volume as well as the trend of retail and wholesale business. There is a seasonal trend here as well, but it is that seasonal trend which bears most on business movements, and which has to be measured. The total volume of merchandise loaded for shipment from place to place involves some duplication, but this is largely taken care of in the totals, and the total as presented is a dependable picture of the volume of trade. It is more dependable, over a period, than the value figure would be, on account of the oscillations in prices and in buying power.



Two Peaks Each Year

As indicated graphically there is a decided swing upward in merchandise loading figures at the beginning of the year, and a downward movement at the end of the year. This results from the concentration of seasonal buying. During the past two years there have been two peak periods each year, either in mid-summer, or resulting from mid-summer slackness in business. The graph is an accurate picture of Canadian business. Somewhere in the spring and fall are the business peaks—the periods of maximum merchandise movements. Then in mid-winter and mid-summer are the lulls, the former being more pronounced. The last figures available are those for December and the downswing has not yet commenced. Precedent, then, indicates a decided downward movement in merchandise loadings within the next few weeks. This chart will be presented from time to time.

Business Not All Bad in Maritime Provinces

Rural Sections Prosper But General Trade is Injured by Pessimism Broadcast From Industrial Areas

Business in the Maritime provinces has not improved so rapidly as that in Western Canada, on account of the lesser relative importance of agriculture, but taking the country as a whole the section bordering on the Atlantic has enjoyed a degree of improvement in keeping with that elsewhere in Canada, the West excluded. It is an error to suppose that the entire Maritime section has been suffering from depression. This is the impression given by some of the louder spokesmen in the industrial centres, and is damaging to the business of the entire area. The farming areas and some other sections have been enjoying just as great a degree of prosperity as have many sections of the central and western provinces.

The revenue from all the industries of the three Maritime provinces last year was something over $331,700,000. Agriculture was responsible for about $100,000,000 of this, and manufacturing nearly $150,000,000. The mines and forests yielded nearly $50,000,000, so that it is evident the section is not entirely dependent upon the manufacturing industries. Of the million-and-a-quarter people in the three provinces, there are almost twice as many rural as urban. The rural sections have had an excellent year. They are not dependent upon the rest of the country. They are close to the foreign markets, and their spending power has appreciated very materially during the past twelve months. The business outlook in the rural sections is very satisfactory.

Manufacturing Less Prosperous

For the 200,000 inhabitants of the Maritimes who are dependent upon the various manufacturing industries for a livelihood the outlook is not quite so bright. The industrial areas have been suffering from lack of markets and are still in an unsatisfactory condition. There was a payroll of $25,911,000 in 1923, the last year for which figures were available, from all manufacturing industries in the three provinces, but it is probable that the figure is now smaller. In any event, the buying power of this section of the population appears to have diminished. Building is one of the industries which has steadily grown. New construction last year was $8,873,000 against $8,596,000 the year before, and there are now many large construction enterprises under way. Winter is no longer a barrier to building in this section of Canada.

The remaining 400,000 inhabitants are resident in the small towns and in the cities. A large percentage of them are dependent upon one or another of the industries, and the buying power of this section is consequently limited. Many of the mining and lumbering sections are, however, enjoying prosperous conditions.

Tourist Trade Expanding

The attractiveness of the natural beauty of the Maritime section of Canada is becoming better known in those parts where the highways have been improved, and where an effort has been put forth to attract visitors by advertising. Although any estimate of the revenue brought in by the tourists is nothing better than a guess, it is evident that it was worth a great deal more last year than any previous year, especially in Prince Edward Island. There are now more than 40,000 passenger automobiles owned in the Maritimes, against 28,845 in 1922, an indication of the business trend.

General wholesale and retail trade has been very satisfactory during the Christmas season. The fishing fleet have had an exceptionally profitable year. The settlement of the strike at Sydney has led to a very real improvement in conditions in that area, and there is already evidence of a growing increase in the winter port business at Saint John and Halifax. Altogether, the business outlook in the Maritimes is much better than has been the case for a considerable period.

The total revenue of the three Atlantic provinces during the past three years, according to The Financial Post Survey, 1926, was as follows:

	1924	1925
Prince Ed. Isld.	$24,675,000	$25,200,000
Nova Scotia	166,000,000	175,000,000
New Brunswick	124,050,000	131,500,000

Maritimes Strongly Placed for Export

New Year's editions of Maritime province newspapers are marked this year by the emphasis all the contributors place upon the value and necessity of the development of the natural resources of the Maritimes. In this, rather than in concessions from the other provinces, lies the future of the provinces, it is indicated.

The Morning Chronicle, of Halifax, covers a wide range of subjects, touching on Nova Scotian activities in its edition and the Halifax Herald has a fund of articles on Nova Scotia problems and opportunities. An interesting contribution to the Herald from Angus McLean, president of the Bathurst Company, states:

"My personal feeling as to prospects for business in the Maritime Provinces for the coming year, is that the people of our eastern provinces are more alive to our serious situation than they have ever been in the past and are all ready and willing to lend a hand to bring about an improvement.

"This is, I think, the first necessary step to success and the opportunity should not be allowed to fail for want of prompt action on the part of our public men.

"I am strongly of the opinion that for the present and possibly for years to come, our development must be in the utilization of our own natural products.

"These should be prepared and manufactured at home for the foreign markets of the whole world.

"I think it is safe to say that we can manufacture and successfully meet the competition of the world if we devote ourselves to producing the things we have the natural raw products required for their production.

"In the past we have been looking too much to our own Canadian consumers for our markets, which I consider is not the only logical market for us. This is due chiefly to two reasons. First, we produce mostly things similar to other Canadian producers and second, we are too remote from our Canadian centres of consumption to hope or expect to compete, as our cost of transportation is too great.

"We are, however, in a better position geographically than any other part of Canada to do an export trade.

CANADA CEMENT BUYS PLANT

Hanover Cement and Stone Co. has been sold to the Canada Cement Co., for the sum of $290,000 cash and bondholders will receive a first payment of 75 cents on the dollar early this month and further payment when the business is completed.

CANADIAN BANK NOTE COMPANY
LIMITED
Engravers and Printers
BANK NOTES AND CHEQUES
CORPORATION BONDS
STOCK CERTIFICATES
MUNICIPAL DEBENTURES
AND OTHER
MONETARY DOCUMENTS
Head Office and Works
224 Wellington Street, OTTAWA
Branches
MONTREAL TORONTO

SAFE DEPOSIT SERVICE
The Eastern Trust Company provides safe deposit boxes and vaults in which you may keep
Securities,
Insurance Policies
Deeds, Wills
and other valuables
THE
EASTERN TRUST
COMPANY
Head Office: Halifax, N.S.
Saint John, N.B. Charlottetown, P.E.I.
St. John's, Nfld. Montreal, Que.

CLARKSON, GORDON & DILWORTH
CHARTERED ACCOUNTANTS
E. R. C. CLARKSON & SONS
TORONTO MONTREAL
Authorized Trustees and Receivers.
15 WELLINGTON STREET WEST TORONTO

Making Collections
This Bank makes a feature of its collection service. This means that your drafts will be forwarded promptly, presented promptly and followed up until the credits appear in your bank account.
IMPERIAL BANK
OF CANADA
182 BRANCHES IN DOMINION OF CANADA.
Agents in Great Britain: ENGLAND—Lloyds Bank Limited, London and Branches. SCOTLAND — The Commercial Bank of Scotland, Limited, Edinburgh and Branches. IRELAND—Northern Banking Co., Limited, Belfast and Branches. Agents in FRANCE: Lloyds and National Provincial Foreign Bank, Limited, Credit Lyonnais.

COMPANY ORGANIZATION & INCORPORATION
Commercial and Industrial Investigations, Analysis and Reports
An invaluable service during the entire period of organization and capital raising
"Consultations with Specialists effect economies in time and in dollars."
MORTON WALKER MORTON & COMPANY
305-6-7 New Birks Building, Montreal

Bank Offices Abroad
The Bank of Montreal has old-established banking connections throughout the world. Its own offices in financial centres abroad are situated as follows:
GREAT BRITAIN: London — 47 Threadneedle Street, E.C. 2; 9 Waterloo Place, S.W.1
FRANCE: Paris — Bank of Montreal (France) 6 Place Vendôme
UNITED STATES: New York — 64 Wall Street; Chicago — 27 and 29 South LaSalle St.; San Francisco — British American Bank (Bank of Montreal Auxiliary)
MEXICO: City of Mexico — Avenida Isabel la Catolica No. 40; Guadalajara — Esquina Lopez Cotilla y Colon; Monterrey — Doctor Mier 116; Puebla — Avenida Reforma No. 106; Vera Cruz — Avenida Independencia No. 23
In the West Indies, British Guiana and West Africa, the Bank of Montreal is represented by the Colonial Bank (of London), in which it has an interest.
BANK OF MONTREAL
Established 1817

The Weyburn Security Bank
Chartered by the Act of the Dominion Parliament
TWENTY-SIX BRANCHES IN SASKATCHEWAN
HEAD OFFICE - WEYBURN, SASK.
DIRECTORS:—Alex. Simpson, Pres., Minneapolis, Minn.; Jos. Mergens, Vice-Pres., Weyburn, Sask.; J. A. McBride, Weyburn, Sask.; M. A. Miller, Weyburn, Sask.; S. E. Oscarson, Fargo, North Dakota; N. D. McKinnon, Weyburn, Sask.; H. O. Powell, Gen. Mgr., Weyburn, Sask.
A General Banking and Foreign Exchange Business Transacted.

Canadian Appraisal Company, Ltd.
The Pioneer Appraisal Organization of Canada
Established 1905
DURING the past twenty years we have appraised some FIVE THOUSAND properties, all within the Dominion of Canada and comprising the most representative industrial plants in every line of industry.
Correspondence Invited
Head Office - 364 University St. - Montreal
Royal Bank Building TORONTO
NEW YORK Equitable Building

Founded in 1832
For nearly 100 years we have been intimately associated with the development of Canadian business. To-day, our great resources and experience as well as our extensive chain of branches continue to be available for this constructive service.
Correspondence solicited.
THE BANK OF NOVA SCOTIA
Established 1832
Capital, $10,000,000. Reserve, $19,500,000.
Total Resources, $230,000,000.
Toronto Branch Entrance

IN JUSTICE TO YOUR FAMILY
We would impress upon you the necessity of making a Will. And, second only in importance to the actual making of a Will, is the selection of an Executor to carry out the provisions of your Will.
The economical and efficient administration of your estate can best be obtained by the appointment of a permanent executor such as The Royal Trust Company.
Write for our booklet,
"Practical Hints on Making your Will."
Mailed free on request.
THE ROYAL TRUST Co
EXECUTORS AND TRUSTEES
Head Office - Montreal
CALGARY HAMILTON ST. JOHN, N.B. VANCOUVER
EDMONTON OTTAWA ST. JOHN'S, NFLD. VICTORIA
HALIFAX QUEBEC TORONTO WINNIPEG

Canada Needs Steady Stream of New Citizens and Should Go After Them

Head of Great Mond Nickel Mine Tells Toronto Canadian Club Something About "Canada's Greatest Present Need" — Canada Has Enormous Responsibility to Extend Welcome to People in Over-Crowded Countries — Immigration Will Cost Less Than Doles and Deficits

By C. V. CORLESS, M.Sc., LL.D.

Director and General Manager of The Mond Nickel Company, in Address to the Canadian Club of Toronto.

When I was a boy, some forty or fifty years ago, a well-to-do neighbor who had several grown up sons, as I recall, had a mild mania for buying farms. He added acre to acre, farm to farm, as he widened his domain, steadily refusing to grant any of it to his sons, who had reached years of maturity and some of whom had young families of their own, until he became literally "land poor." As a result of his life's policy he had little pleasure while living, and was remembered with little gratitude when he was finally forced to pass his estate on to his survivors.

This story in some ways illustrates the condition of the Canadian people to-day. We are literally "land poor." We have an enormous estate, a half continent, most of it lying idle. A very considerable portion of it is already partly developed by the expenditure of large amounts of capital. Great areas, provided with transportation and ready for settlement, yet remain unoccupied. Much of the interest on this capital investment and much of the cost of maintenance of the transportation plant must be borne by us all in taxes, until it becomes more fully operated.

Farming Is Ultra-Basic

Some of the members may recall that on a former occasion the speaker brought to the attention of this club certain facts and inferences regarding the resources of north-eastern Canada. The area dealt with was that surrounding Hudson's Bay, an area which occupies fully 90 per cent. of all Canada east of our western plains. We may pause to recall the prediction then made, that this great region, more than half of Canada, usually known as the pre-Cambrian Shield, will find its greatest economic future in its mineral resources. But, as was then pointed out, of all the basic industries arising from the use of natural resources derived from soil, sea, forest and mine, the ultra-basic or foundation industry for a new country is farming. The Shield, you may remember, is by no means devoid of farming land. In the very heart of its southern part, situated far enough south for successful farming, is the fertile clay-belt. There is ample room here, in its 16,000,000 acres, for a rural population of more than half a million, and for a total population of well over a million. There are also in this southern part numerous smaller areas, with similarly rich soil, formed of glacial silt, where probably as many more people can in future establish prosperous homes. Much of these fertile tracts of land is already provided with railways. If people of the right stamp are settled in these areas, they may, with much benefit to themselves, be of further great value to the country by assisting to discover and open up near-lying mineral deposits and by aiding the forest industries near at hand. The farms, the mines and the forest industries will benefit greatly from the interchange of products, service and capital.

We Urgently Need People

I recall these facts, because we are apt to turn our eyes westward too exclusively, in considering the problem of increasing our population. Out there we have, of course, great unoccupied or partly filled spaces capable of receiving many millions of people. People in large numbers we urgently need, if Canada is to prosper and take her proper place among the nations of the earth.

So far, we have referred only to the easier and more accessible parts of Canada to develop. We have made little or no reference to our great Northern Empire, more than half our vast country. This is still, to a great extent, a land of mystery. Already we know enough about it to realize that it has been as badly maligned as all Canada was originally. Real information regarding most of our country has been almost wholly lacking in most minds, and in its place have been imagined pictures conjured up by a few phrases, utterly false in their mental associations. The north will be successfully conquered by steady approach from the south. But, since we have easily room for several times our present population without tackling the problem of the great North, we can well afford to let that question stand for another generation or two. In the meantime, our intrepid explorers are bringing in more and more information so that the conquest of the North may gradually, easily and successfully be undertaken when the time is ripe. The miner will be the first to lead the way, as the Yukon indicated.

Could Assimilate 4 Per Cent. Increase

Our great distances, our empty spaces, our undeveloped natural resources, our partly used transportation systems are calling for more people—not in mere driblets, but in steady streams, in droves and swarms, as fast as suitable people can be obtained and established in new homes. We have now in round figures a total population of nine millions. Would it not be possible to bring in and assimilate new people at a rate which, with the natural increase, would cause our population to grow annually by 4 per cent.? If we could, and this rate hardly seems out of reach since it includes natural increase, our population in five years would reach eleven millions; in ten years it would be 13.3 millions; in fifteen years, 16.2 millions. We ought then to be in position to make our railways pay. If we could keep up this rate of increase, in twenty years we should reach about 20 millions; in twenty-five years, 24 millions; and in a generation from now, say, 30 millions.

Are these figures startling? The year preceding the war approximately 270,000 people came to Canada. These, with the natural increase, must have totalled very close to 4 per cent. of the population of the preceding year. Canada's average influx of people for the four years preceding the war was over 200,000 yearly, more than 50 per cent. of whom were from the British Isles. The suggested rate of increase, therefore, in view of the lost interval of more than ten years, seems both reasonable and attainable. But for the world disaster, Canada would by now probably have had 13 or 14 million people, and our national railways might have been near the point of going over the top. It is time we set seriously to work to make good that loss. Virile people do not bemoan loss. They are stimulated by it to greater effort.

Must Be On Adequate Scale

Our greatest present danger is that we may fail to view this problem in large enough proportions. If we take hold of it on an adequate scale, making the growth of population the chief national business for the next generation, Canada will soon begin to feel the stimulus of new life. To do this we must all turn our minds to it, plan for it, organize for it, and work for it. But we must try to realize the large scale of the problem and make our plans to correspond. We cannot fill Canada's vacant spaces in any reasonable time with an annual dribble of population, particularly if the outward flow nearly equals the inward. Nor can we successfully undertake so great a national business as this, if we allow minor political issues to obscure its importance or to side-track it.

If other greater national problems at present are searchingly examined, they will all be found to have their common root in our sparsity of population. Fill up our vacant spaces with people so that the gaps are lessened, and our political provincialism will begin to disappear; our public debts will become more tolerable; our railway worries will vanish; our internal trade will become relatively more valuable, because of diminished average distance and more varied production.

Not Enough People For Territory

Nine million people, and these largely grouped in towns and cities, cannot successfully spread themselves over 3,500 miles. The population of greater London or greater New York could not successfully do business if strung out like a ribbon from Gibraltar to the Ural Mountains; nor can a similar number if stretched across all Southern Canada, a similar distance. The distances are too great. There is too much energy and time lost in moving people and produce great distances. We are trying the impossible. The wonder is that matters are not worse. They will grow worse unless we deliberately, determinedly, and energetically set about bettering them.

If we would correct this condition we must deal with the cause. We must get at the root of the difficulty. It is useless to go higher up. The very root of our trouble is that we need more people. It is true that we also need more capital. But, as a broad working principle, we had better, as far as practicable, get the people first and they will soon create more capital. Then we shall not have to go to outside nations to obtain capital for developing our larger assets. And Canadians, Canada, will obtain the benefit from their development.

More Than Double National Wealth

The next nine millions of population will be just as industrious and intelligent as the present nine million. Why not? They will have a bigger population and better country to come to than our fathers had. Opportunities of every kind are vastly greater now than they were then. Doubling our population will therefore incidentally more than double our national wealth because of these advantages.

Why then do we stand and shiver before taking the plunge? It is natural to hesitate, to have a feeling of dread, just before tackling a gigantic task. But nothing is so satisfying as grappling with a worth while problem. Let all thinking Canadians come to grips with this—the most gigantic, but the most worth while and withal the most absolutely right and humane task they have ever undertaken.

Lift Us Out of The Rut

True, it may unsettle us a little for a time. It may lift us out of the narrow rut in which we are running. But it will give us a broader view, a more wholesome national feeling, a finer nationhood, to undertake deliberately to share our great country and its almost unlimited natural resources with our needy fellowmen from the crowded countries of Western Europe, and especially from Great Britain.

It is an enormous responsibility for nine million people to hold a rich heritage almost the size of Europe. Yet that is what we are doing, and the effort of sprawling out over it has not enriched us; it has nearly broken us with a burden of public debt. Millions of crowded people needing more room, people of our own flesh and blood, will welcome the chance to come and help us hold and develop it, if only the opportunity is afforded them. But do let us get it out of our minds that they differ essentially from the people already here. They are not wanting to come here in order to beg. They wish to come and be of us, joining us in the magnificent enterprise of building up a great nation.

Why Speak of "Immigrants"

What has so numbed our feelings and our imagination? Why do we speak continually of "immigrants," and of "immigration"? These words have a ring of inferiority about them which must make in-coming future citizens feel unwelcome. Would you like to be called an "immigrant"? Does the fact that we or our fathers came to these shores a few years earlier justify the implicit smugness in applying the term "immigrant" to later comers? We may well drop these repulsive words with their unsavory mental associations. If it comes to that, we are all "immigrants," or near descendants of "immigrants," except the Indian, and some ethnographers would include even him.

Never has there been a more opportune time for pressing forward with this great national business, now that we have had more than a decade of practical interruption. The mother country, struggling to her feet after her unprecedented effort, staggering under an undreamed-of load of internal and external debt, is to-day supporting upwards of five million people in practical idleness, at enormous additional annual cost. These unfortunate, unemployed men, women and children are our national kindred, rendered helpless through no fault of their own, but with the same fundamental right to earn for themselves a good living on fair terms as we have. The great joint undertaking in Eruope, which left us in Canada almost untouched, so profoundly affected the economic life of Britain that, though more than seven years have elapsed since it ended, these millions over there are without means or opportunity of self-support. They do not wish charity. They need room and opportunity to add their efforts in producing their quota of wealth for the common human store. Their intelligence and effort are exactly what Canada needs. Are we not going to assist in completing the task so gallantly begun in France? Are we going to regard this unfinished work with indifference?

There Is No Nobler Work

Canada, to our everlasting credit, rushed to the side of the mother country when her honor and very existence were threatened. That joint undertaking was successfully ended, but with vast sacrifices in blood and treasure to both. The two peoples now have to solve a common problem which largely resulted from that great life and death struggle. This is the problem of searching out large numbers of people of suitable age, health, strength, ambition, desire and outlook; of finding them suitable opportunities for establishing homes in Canada; in many cases, of helping them to help themselves financially; of seeing that they are well-advised and assisted in adapting themselves to our climate and economic conditions and that, while they are getting a fresh start in life, they are reasonably protected from economic or other social sharks; and of assisting them in working out suitable community arrangements, with the necessary roads, schools, churches, banking and marketing facilities, and with the towns, villages and other concomitants and conditions of civilized life. I know of no nobler work and can conceive of no greater pleasure than to push on with this truly creative task: of extending civilization into the wilderness; of assisting to make families successful and happy, some of whom were before hopeless and wretched because of lack of opportunity; of lending a hand in turning our waste and unoccupied spaces into smiling homes radiant with joy and ambition and success. If any one thinks this picture is overdrawn, let him recall that only a few years ago most of the already settled parts of Canada were waste places; and that only a few more years back all of Canada was a wilderness.

A Work of Immense Detail

But, if this joint problem is to be solved by Great Britain and Canada, at least three conditions must be adequately met: (1) there must be co-operation on a scale illustrated only once in our history; (2) there must be joint financial arrangements commensurate with the great factors of the problem and the vastly important results expected; and (3) there must be created, as rapidly as possible, by extension of existing government and other organizations, an organization of men, and women too, of clear understanding, sympathetic feeling, fine devotion to this service, and unimpeachable integrity, adequate in numbers to carry on this great national business on both sides of the Atlantic—and this organization not to endure for a week, a month, or a year, but for a generation at least. The high devotion to public duty found in the Civil Service of both Canada and Britain, may well stand as an ideal for such an organization. The undertaking in its many aspects is one of immense detail, requiring as thorough care in organization as any other large business. There should be no looseness, loopholes, or points of leakage, where energy or money is wasted. Size need not lessen its efficiency.

Assuming efficient mangement through adequate and sound organiz-

(Continued on page 15)

When Remitting
BUY
CANADIAN NATIONAL
EXPRESS
MONEY ORDERS

ANGLIN-NORCROSS
(LIMITED)
Contracting Engineers and Builders
MONTREAL :: TORONTO

DUNCAN and BELL
Barristers and Solicitors.
Lewis Duncan H. Brooke Bell
Lewis Duncan, Author of "The Law and Practice of Bankruptcy in Canada."
Wilson Building, 73 Adelaide St. West, Toronto, Canada.
Cable Address: "Bankruptcy" Toronto.

TO EUROPE
On BUSINESS or PLEASURE
Travel comfortably and economically via the short route to Europe from Montreal or Halifax on the Cunard and Anchor-Donaldson highway.
The New Cabin Steamers of the Allied Lines, Aurania, Ascania, Alaunia and Letitia, were specially constructed for the Canadian Service and in this their first year of transatlantic service have created a wide circle of friends among ocean travellers.
Regular sailings are scheduled from Halifax in Winter, Montreal in Summer, to Glasgow, Liverpool, Plymouth, Cherbourg and London.
Apply to the nearest Steamship Agent or write to—
The Robert Reford Co., Limited
GENERAL AGENTS
Montreal Toronto Quebec
St. John, N.B. Halifax
CUNARD
ANCHOR-DONALDSON
CANADIAN SERVICES

Direct to the ship's side —then EUROPE
TRAVEL by the famous Canadian Pacific fleet of Trans-Atlantic Steamships. Sailings at frequent regular intervals through the Winter from the convenient port of St. John, N.B. Canadian Pacific trains convey passengers direct to the ship's side.
Apply to local agent,
J. E. Parker, Gen'l. Agent, Passenger Dept., C.P.R. Bldg., Toronto, Ont.

CANADIAN PACIFIC

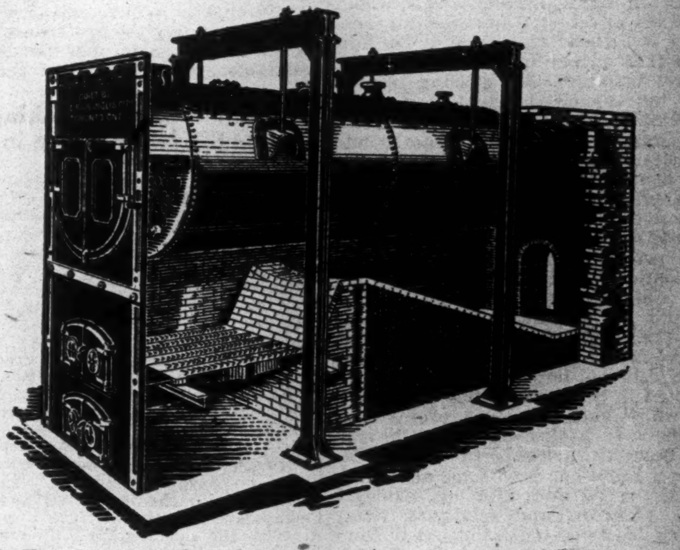
CANADIAN PACIFIC

For Investors
INVESTORS find our Bond Department of great assistance in selecting suitable investments, and also in arranging the purchase or sale of securities.
A MONTHLY list of offerings will be sent on request. 31
THE CANADIAN BANK OF COMMERCE
Capital Paid Up $20,000,000
Reserve Fund $20,000,000

ROYAL MAIL
Canada-West Indies
Regular Sailings From HALIFAX
—FOR—
BERMUDA BARBADOS
ST KITTS ST VINCENT
ANTIGUA GRENADA
MONTSERRAT TRINIDAD
DOMINICA DEMERARA
ST LUCIA
Ask your local ticket agent for sailing dates and passenger rates, or write to
THE ROYAL MAIL STEAM PACKET COMPANY
HALIFAX, N.S.

NEWBOLD C. JONES
FREDERICK NEWTON
BRIAN HEWARD
JOHN D. MACPHERSON
JONES, NEWTON & HEWARD
MEMBERS MONTREAL STOCK EXCHANGE
105-106 TRANSPORTATION BUILDING
TELEPHONE MAIN 2411*.

OSLER & HAMMOND
Stock Brokers and Financial Agents
Members
Toronto Stock Exchange
Montreal Stock Exchange
21 JORDAN STREET - TORONTO



Maintaining Through the Years
The Highest Standard of Excellence
At the outset, Inglis Boilers were built to an ideal — dependable, efficient, highly-economical performance. That they are still recognized as maintaining that high standard after 60 years of boiler manufacturing and installation is ample reason for their established leadership.
And this distinction is fully justified by any one of the hundreds of Inglis boilers that are to-day demonstrating every phase of boiler efficiency and economy in Canada's leading power plants and institutions. Only such boilers that combine general excellence of material, workmanship and design with high-grade, low-cost operation could so successfully stand that severest of tests—the test of actual service under all conditions.
Full Front Setting for a typical installation John Inglis H.R.T. High Pressure Power Boiler with suspension frames.
Our Consulting Bureau is at your service without obligation. They will gladly discuss and advise regarding your boiler requirements.
The John Inglis COMPANY LIMITED
14 Strachan Avenue, Toronto, Ont.
405 Power Building, Montreal, P.Q.

Dominion and Provincial
Government Bonds
Municipal Bonds
Public Utility
and
Industrial Financing
Foreign Issues quoted

DOMINION SECURITIES
CORPORATION LIMITED
MONTREAL OFFICE Canada Life Building
Established 1901
E. R. WOOD, President
LONDON, ENG., OFFICE No. 6 Austin Friars
Head Office: 26 King Street East
TORONTO 2

The Securities Markets

YEAR-END RISE IS FOLLOWED BY PROFIT-TAKING

Preferred Stocks in Better Demand Than Common Shares

Market Indicator
20 Industrial Stocks

	High	Low
Week of Jan. 5	87.2	86.0
Week of Dec. 29	88.1	85.9
Mth. of Jan., 1925	74.3	68.9

The year-end strength of the markets, evidently the reflection of the investment of funds distributed in the shape of dividends and bond interest, carried through into the new year but was followed by a moderate amount of realizing which caused some recession in prices. This tendency to take profits at this stage is being watched carefully by students of the market as a possible factor in a general movement. It particularly applies to the American markets because of the possibility of realizing on the basis that profits now taken will come under the head of income for 1926 and will be less heavily taxed than had they been taken in 1925. However, it is realized that, although the underlying conditions as regards business expansion and available funds are not similar in Canada and the States, any general recession in American prices would have its effect on the Canadian market. This is not only psychological but financial in that many Canadian investors have extensive holdings in both markets.

Apart from the possibility of a break in Wall Street which would have its effect on Canadian markets there is little in the situation to indicate that prices in our markets are as yet inflated. As is being pointed out by various bankers and other financial authorities, there is no lack of money available to finance sound industrial and general business expansion and it can also be assumed that funds are likewise available for speculation which usually develops in the discounting of better earnings and profits to come. Also there are indications that the progress which has thus far been made by business should be continued in the coming months. The question which is never answerable, of course, is the extent to which this improvement will be reflected in profits and the extent also to which such improved profits have already been discounted in the rise of security prices. In the United States there has been some advance in money rates, and, although money is still plentiful and relatively cheap, there are some indications that funds are now being diverted from stocks to bonds which show about the same yield without the speculative factor. As previously pointed out, there has been no such indication of the possibility of the money supply in this country being dried up, but it is a phase of the situation to which investors who are holding speculative securities should give attention.

Movements of the Week

The majority of the paper stocks have during the week shown a tendency to sell off moderately. This has been true of Spanish, Abitibi, Laurentide, Price Brothers and Wayagamack. On the other hand St. Maurice has developed considerable strength, selling up three points.

In the steel group, while Steel of Canada as a leader made a fractional gain over the week, there has been a general tendency to sell to somewhat lower levels. Dominion Bridge was particularly weak on the publication of the annual report and sold off nearly 10 points. Canadian Car was an exception in the other direction, showing an advance on reports of some important orders booked.

STERLING APPRAISAL REPORTS
CERTIFIED *by* REGISTERED PROFESSIONAL ENGINEERS
Sterling Appraisal Co. Limited
9-11 E. Wellington St., Toronto

The milling and foodstuffs group gave a very good account of itself during the week, with a number of stocks showing market gains. Ogilvie Milling moved up from 168 to 175. Western Grocers, on reports of merger negotiations, gained 2½ points on the common and 10 points on the preferred. Atlantic Sugar improved on announcement of definite financing plans to take care of the company's creditors. B. C. Fishing made a fair recovery. Canada Bread and Christie Biscuits were somewhat easier, but Canadian Bakeries common and preferred were both stronger. Maple Leaf Milling was one of the weak spots, selling down 3 points.

Leaders in the Utilities group like Bell Telephone and Mackay were stronger, but Consumers Gas and Montreal Light, Heat and Power sold off. Quebec Power and Southern Canada Power were both stronger. In Brazilian Traction there was a great deal of activity but not much change in price. London has been doing considerable buying of this stock. Generally the traction stocks have held steady with little change.

In the textile group there has been little change in the general position. Both gains and losses of moderate extent are to be noted. In the general industrials American Salesbook gained 3 points and Crows Nest Coal was strong but there were not many changes of importance. Canada Cement, Tuckett's Tobacco and Wm. Rogers were among those selling off to lower levels.

The bank group generally displayed strength with material gains recorded by Toronto, Nationale and Standard. Montreal sold off a point.

Study of the changes in prices during the week indicates a preference for the dividend earning preferred shares as compared with the more speculative common stocks. This may indicate a change in investment trend or it may be merely the preference shown by the investors of new funds made available about the end of the year.

Sherwin-Williams Looking For Bigger Increase in 1926

The sales of the Sherwin-Williams Co. for 1925 were larger than those for the previous year, according to W. S. Fallis, managing-director, who points out, however, that "this increase was only obtained through an aggressive sales and advertising policy, which it is our intention to pursue during the present year, and we anticipate that steadily improving business conditions will enable us to secure an even greater increase by the close of our fiscal year."

The paint and varnish industry is a stable one, in that it is not subject, to the same extent as some trades, to periods of inflation and depression. Through co-operative advertising effort in the "Save the Surface" campaign, coupled with the individual advertising campaigns of the different manufacturers, the demand for paints and varnishes has been increased and with continued improvement in business conditions, Mr. Fallis looks forward to progress in the industry during 1926.

Canada Cement Prices Not Dictated by Competition

MONTREAL.—F. P. Jones, president of Canada Cement, who has returned from a trip to Florida, is quoted as follows on the future of cement prices, having been questioned about a current report that the Cement Company would slash cement prices to meet competition from a new concern.

"My policy for years," said Mr. Jones, "has been to get the price of cement down totally regardless of whether there is competition or not. We have made reductions in the past and made a substantial cut last year as you know. There will likely be another in the spring. As we get our costs down we can afford to sell more cheaply. Cement is already cheaper in Canada than anywhere else in the world and it will be cheaper than it is now. It will be the cheapest of all the building materials and it will consequently grow in popular favor. Business in Canada was not particularly good in 1925, but our low price enabled us to build up a substantial export business, in fact, 30 per cent. of the cement made in Quebec was exported out of the country."

Canadian Oil Common Dividends Are Expected

There is some talk of dividend action in the near future on the common shares of Canadian Oil. These shares have held steady around 58 until recently, when they jumbed to 65. The preferred has been a steady dividend payer, and the market is now discounting common dividend action. Street rumors vary as to the possible declaration, some guessing that the distribution may be as high as 10 per cent., while the general guess is a 4 per cent. basis as a start.

Food Products

CHRISTIE BROWN TO SHARE ITS PROFITS

Works Out Co-operative Saving Plan For Its Employees

Christie Brown & Co., biscuit manufacturers, of Toronto, have announced an employees' savings and profit sharing plan. The desire is to give employees an opportunity to share in profits and to provide for the future, to help those who serve it, to add a portion of the company's earnings to their savings, and to contribute materially to a retiring allowance for those who remain in its employ for their business life as well as those who leave after long service. In addition, assist in providing for the family in the event of the death of an employee.

The scheme is voluntary and open to all after one year's service. The company will set aside 5 per cent. of its net profits and employees are asked to deposit not more than $104 each year into the fund, except in the case of employees paid by commission or on a percentage basis, whose payments shall be fixed by the trustees of the fund. It is expected that the company's contribution of 5 per cent. will equal the amount paid by employees, while the company's share can be increased by elimination of waste, improvement in its product, and high efficiency in all departments.

How It Mounts Up

On this basis an employee may retire after thirty years of service with the sum of $14,142.

Provision is made whereby employees can continue as members of the fund when compelled to remain away from work. The Board of Trustees is to be composed of three officers and two employees, whose decision will be considered unanimous on a majority vote. The board is expected to invest the moneys of the fund at 5 per cent. at least.

Under another clause of the plan the Board of Trustees, if it deems advisable to extend a larger measure of earnings to employees, may invest a sum of not more than 40 per cent. of the money and investments of the fund in company shares.

An employee who has served ten years continuously and deposited for nine years into the fund may withdraw the full balance to his credit, while the employee who has not completed ten years' service, and desires to leave the fund, may withdraw the amount deposited by him at 5 per cent. A woman participating employee who completes five years' service and leaves to marry may withdraw the full balance to her credit after due notice.

Western Grocers Mentioned In Discussions of Merger

Reports of merger negotiations involving Western Grocers have been accompanied by a sharp demand for the shares of that company and the preferred has moved up about 10 points, while the common has also acted in an impressive way. Apart from the merger talk it is generally recognized that the company is in a position to benefit from the generally improved conditions in Western Canada as the result of last year's large and profitable crop.

Dividend Checks Sent on National Grocers Preferred

Cheques are being sent out to those who subscribed for the first preference eight per cent. shares of the National Grocers Company—the merger that took over last August twenty-five Ontario wholesalers with some thirty-eight warehouses. This is the new company's first dividend on this stock which amounted to $1,000,000 and covers the period of the past four and a half months. The business of National Grocers has been keeping up well in comparison with sales made by the individual houses in the same period of last year. In November and December the volume of business was considerably higher.

Davies Company Shares in Better Export Trade

The market for William Davies A shares has of late been well maintained close to the top mark of the recent advance. It is felt that the Canadian packing industry generally is in for materially better things. During the war the market for Canadian bacon was practically lost because of quantity rather than quality output of hog products and this gave the Danes a great opportunity to get into the British market when the people were looking for something better after government control was withdrawn. Since then Canada has been improving the type of hogs being raised with the result that Canadian bacon is now winning back its place in export trade and is commanding a price comparable with that of the Danish product.

City Dairy Shares Show Evidences of Liquidation

The advent of new and keener competition in the milk business in Toronto is being reflected in the market for City Dairy shares, which are now selling back around 75. Two substantial new concerns have recently entered into the distribution of milk in Toronto, and this has undoubtedly scared some of the City Dairy shareholders.

While increased competition will undoubtedly affect City Dairy's milk distribution, it should be remembered that this end of the company's business by no means produces all the profits. Dri-Milk has been a big profit-maker, and so has the ice cream end. There is no lack of competition in the latter field. One Toronto morning paper remarks that it is significant of the changed attitude toward the securities of the company, that interests well informed of the company's affairs, technically known as "insiders," are said to have considerably lightened their holdings of City Dairy stock in the past few months.

VALUE HOLLINGER AT $90,000,000

Hollinger shares are selling at $18.30, which puts a market value on the mine of around $90,000,000.

Public Utilities

McCLIMONT PRESIDENT WINNIPEG ELECTRIC CO.

Will Also Continue in Position of Company's General Manager

WINNIPEG.—A. W. McClimont, for the past eight years vice-president and general manager of the Winnipeg Electric Company, has been appointed president of the corporation, succeeding George W. Allan, K.C.

W. R. Bawlf, of Winnipeg, was elected vice-president. W. H. Carter, of Winnipeg, and James B. Woodyat, of Montreal, have been elected directors.

Mr. McClimont, it is understood, will continue to hold the position of general manager.

WINNIPEG. — The gross earnings from operation for the month of November, 1925, show an increase of approximately $14,000 over the month of November, 1924, and an increase of approximately $48,000 during the 11 months' period.

The operating expenses, exclusive of taxes, for the month show an increase of $6,477, the greater part of which is due to an increase in the amount of power delivered to the Electric Utility on account of increased sales. The operating expenses for the 11 months, however, show a decrease of approximately $85,000.

Net earnings from operation before deducting fixed charges show an increase of $7,149 for the month of November, and for the 11 months' period an increase of $134,421.

Winnipeg Electric common shares finished the year at 49, which is very close to the high mark of 1925. The price was around 38 at the opening of the year. Improved industrial operations and prospects in Winnipeg are the big factor in this improvement in the market value of the stock.

B.C. Electric Railway Holds Annual Meeting

From Our Own Correspondent.

MONTREAL.—Continued progress in every direction in connection with the British Columbia Electric Railway was reported at the annual meeting of the company in London. There was an increase of 1,500,000 passengers on the railway during the past year. The capital account expenditure was $4,500,000. The wage bill was $4,000,000.

"It has been repeatedly laid down," declared the chairman, R. M. Horne-Payne, "that any public utility company is entitled to rates that will enable the payment of eight per cent. on its entire capital, but, taking the whole capital employed in our enterprise, the return earned is only between five and six per cent."

Twin City is Now Assured Control of Transportation

MONTREAL.—The Twin City Rapid Transit Company, which has started operating on a 6 2-3 token fare, and for the first time in a decade terms its street car revenue adequate, began the new year assured of complete control of transportation facilities in Minneapolis and St. Paul, and the territory served by its suburban lines.

The way has been paved for the car company to eliminate the last of the competing bus lines in its territory. Late to-day in district court an injunction obtained by a stockholder of the Minneapolis and St. Paul Bus Line, Inc., which enjoined sale of the stock and properties of that company, was dissolved on presentation to the court by majority stockholders that the company was prepared to sell for $105,000. The street car company, it became known, was the proposed purchaser.

Bell Telephone Company Makes Record in Month

From Our Own Correspondent.

MONTREAL. — During the month of December the net gain in the number of stations served by the Bell Telephone Company was about 1,000 more than the increase in any preceding month. Perhaps this may indicate that business, generally, has been on the up-grade during recent months.

On the other hand, figures such as these may not present a true index of the general level of business, as it is well known that the Bell Telephone Company expands along a fairly definite schedule. In other words, the company estimates its financial requirements for extensions over a given period, and should these estimates prove incorrect, naturally a certain loss is incurred either through the necessity of providing further financing, or through having surplus funds on hand.

It seems probable, therefore, that the record increase in the number of stations is not entirely attributable to the greater demand for 'phones, and that the new record is due in part to the company's efforts to add new installations along the lines best in keeping with economical considerations.

Public Utility Earnings

Winnipeg Electric

	Nov. 1925	1924	Increase
Gross	$482,928	$466,889	$ 16,039
Operating	324,726	315,836	8,890
Net	$158,202	$151,052	$ 7,149
11 Months Ending November—			
Gross	$4,838,174	$4,787,043	$ 51,130
Operating	3,488,425	3,571,716	x 83,290
Net	$1,349,749	$1,215,327	$ 134,421

xDecrease.

BARCELONA TRACTION

	1925 Pesetas	1924 Pesetas
November, 1925—		
Gross	7,896,636	7,531.649
Operating	2,687,076	2,423,292
Net	5,211,560	5,108,420
Eleven Months—		
Gross	78,829,830	72,064.450
Net	51,603,537	46,027,835

CAPE BRETON ELECTRIC

	Oct. 1925	Oct. 1924
Gross	$50,407	$53,340
Operating	39,066	45,929
Net	$11,341	$ 7,411
Interest	5,780	5,727
Balance	$ 5,560	$ 1,683
12 Months Ending—	Oct. 31, 1925	Oct. 31, '24
Gross	$568,725	$680,702
Operating	486,835	542,880
Net	$ 81.890	$137,821
Interest	68,799	68,397
Balance	$13,090	$69,424

Brazilian Being Bought On Dividend Prospects

Brazilian Traction has recently been living up to its reputation as one of the most popular of the speculative issues on the Canadian exchanges. Changes in price have not been important during the week, however. London is credited with supplying a good portion of the recent buying interest. It has been pointed out that the prospective Sao Paulo financing in London might readily stimulate interest in all classes of Brazilian securities in the English market. If London were to decide to buy back a third of the Brazilian Traction stock which Montreal took out of their market last year, a very interesting situation would result. In the meantime, dividend action is drawing very close and as predicted some time ago by The Financial Post an increase to 5 per cent. at least is definitely expected.

The position of exchange seems fairly well assured, and there does not now seem any prospect of any appreciable retrogression from present levels. The company's physical condition was never better. It is no longer troubled over the power question, having ample resources to provide all likely demand for years to come. Settlement of the tramway and telephone rates' negotiations is awaited.

CANADIAN WESTERN GAS

MONTREAL. — The earnings of the Canadian Western Natural Gas, Light, Heat and Power Company for the month of October were $127,443, as compared with $76,052 for the corresponding month of 1924.

IMMIGRATION FALLS OFF

MONTREAL.—December statistics of the United States Immigration Service for the Canadian border, excluding the Pacific coast ports, show a marked falling off in the admissions for the month, both at border ports, and at Canadian Atlantic seaports, as compared with December, 1924.

Last month, from vessels arriving at the ports of Saint John, and Halifax, the only two Canadian ports open to trans-Atlantic vessels in the winter time, 236 aliens were admitted to the United States, with 53 United States citizens. For the same month in 1924, there were 466 aliens admitted, with 65 United States citizens.

INVEST IN A GROWING INDUSTRY

St. Lawrence
Paper Mills
Limited

6% Bonds

The first mortgage bonds of a low operating cost newsprint Company having ample pulpwood resources and one of the most modern and efficient mills on the continent. Mills located at Three Rivers, Que.

Price to yield about 6.20%

443

NESBITT, THOMSON
and Company, Limited
305-7 Bank of Hamilton Building
TORONTO
Montreal Hamilton
Winnipeg

B. C. TO DOUBLE-TRACK

VANCOUVER.—The sum of $200,000 will likely be spent in double-tracking by the B. C. Electric in 1926. Most of the money to be spent will be expended in Point Grey, where it is considered the service needs first attention.

YOU SELL SOMETHING

How do you know he won't buy? Have you called him by Long Distance?

"I sell entirely by Long Distance—It's quicker and cheaper."
—Hay and Grain Dealer

BELL TELEPHONE CO.
OF CANADA

CITY OF MONTREAL

BOND SALE - $7,000,000 - 4½% BONDS

Sealed tenders addressed to "City Treasurer, City Hall, Montreal, Canada," and marked "Tender for City of Montreal Bonds," will be received by the City of Montreal at the Office of the City Treasurer, City Hall, up to 12 o'clock noon, on Monday, the 11th of January, 1926, at which hour the Tenders will be opened at a public meeting of the Executive Committee of the City in their Committee Room at the City Hall, Montreal, for the following bonds:—

$4,000,000	4½% Local Improvement Bonds, dated 1st of February, 1926, and maturing 1st of February, 1946, issued for local improvements, repayable by fronting proprietors.
$3,000,000	4½% Local Improvement Bonds, dated 1st of February, 1926, and maturing 1st of February, 1946, issued for local improvements, repayable by fronting proprietors.

The above mentioned loans will bear interest at the rate of 4½% per annum, payable half-yearly on the 1st of February and the 1st of August. They will be issued in denominations of $1,000 with interest coupons attached and may be registered as to principal only.

Alternate bids will be received as follows:—

1.—For bonds payable both as to principal and interest at the office of the City Treasurer in Montreal or at the Agency of the Bank of Montreal, New York, U.S.A. The amount tendered to be payable with accrued interest in New York funds against delivery of the bonds at the Agency of the Bank of Montreal in New York.

2.—For bonds payable as to principal and interest at the City Treasurer's Office, City Hall, Montreal. The amount tendered to be payable in Canadian funds against delivery of the bonds at the City Treasurer's Office, City Hall, Montreal.

Tenders must be for the whole amount and not for any one loan or part thereof.

Each tender must be accompanied by a certified cheque on the Montreal Office of a Canadian Bank payable to the City Treasurer for $70,000 as security for the performance of the bid if accepted. No interest will be allowed on the certified cheque deposited except on that of the purchaser of the bonds.

The bonds will be delivered on the 1st of February, 1926, or as soon thereafter as they can be prepared. Interim bonds will be issued if necessary.

The right is reserved to reject any or all tenders.

The opinion of Hon. Charles Laurendeau, King's Counsel, as to the validity of the bonds, will be delivered free of charge to the purchaser.

Further information and particulars may be obtained by applying to the City Treasurer, City Hall, Montreal.

P. COLLINS,
Assistant City Treasurer.

City Treasurer's Office,
Montreal, January 5th, 1926.

Textiles

CANADIAN COTTONS HAD BETTER YEAR

Some Improvement in Industry Reflected in Prices of Cotton Textile Stocks

MONTREAL.—During the past twelve months, the general situation as regards the Canadian cotton mills has undergone some improvement—indeed this has been reflected in the market prices of the leading cotton textile stocks. Imports from the U.S. in a number of lines have been reduced, chiefly through the enforced shutting down of a number of the mills in the southern states, which were forced to close their doors through a serious water shortage experienced there recently.

On the other hand the competition from overseas has been quite keen as of yore. With regard to the outlook through the coming year, A. O. Dawson, vice-president of Canadian Cottons is fairly optimistic, and says:

"The United States cotton crop for the year 1925 has been large, but unfortunately weather conditions during the picking season have been bad, resulting in the accumulation of a very large quantity of cotton of inferior grade and staple. It is quite evident that cotton of good character is going to rule relatively high in price throughout the year.

"Prices for both cotton and cotton goods have ruled somewhat lower in recent months, and this doubtless accounts to some extent for the larager volume of business being done.

"Stocks of cotton goods throughout the country are very low, due to the fact that the purchasing power of the people has largely increased, particularly in the farming communities where large crops have been harvested at remunerative prices.

"All the indications point to a fairly prosperous year for the cotton mills of Canada."

Belding-Corticelli Increases Dividends

From Our Own Correspondent.

MONTREAL.—The directors of Belding-Corticelli have decided to make a distribution of three per cent. on the common shares of the company for the half-year ending November 30, 1925. The dividend will be payable January 15 to holders on record January 5, 1926.

This reflects the better business enjoyed by the company during last year and again draws attention to the general improvement in the textile and affiliated industries throughout most of the past year, together with the brighter prospects for the future.

This company, like most of the other listed textile concerns, enjoys a capable management; this has enabled it to pass through the business depression of the last few years successfully. The further distribution places the stock on a six per cent. basis.

Woollen Textiles Companies Feel No Improvement

From Our Own Correspondent.

MONTREAL.—It seems apparent that investors in the woollen textile companies need not expect any better showing from the companies in which they are interested during the present fiscal year or during the past calendar year, for A. O. Dawson, president of Canadian Woollens, says:

"The year 1925, insofar as the woollen mills in Canada are concerned, varied little from that of 1924. Importations from other countries were in large volume, leaving only a small percentage of the total consumption to be produced in the Canadian mills. The situation was further aggravated through the fall of the French franc, making the competition suffered by the Canadian mills that much the more severe. It is expected that the balance sheets of the woollen mills will reflect the unsatisfactory conditions that have prevailed in this important industry for several years back."

Inventories Having Some Effect on Steel Shipments

Steel and iron manufacturers continue to report that inventory considerations are having some effect upon shipments, but also that the decline is much less than usual. New buying is small because there are few consumers of steel who have not protected themselves against a considerable part of their first quarter requirements, says Canadian Machinery. Specifications continue to be made with satisfactory regularity.

Disappearance of the December level of iron prices is expected shortly according to some sellers, while strong efforts are being made to advance the level of prices in the steel market. The probable trend of the markets is not clearly indicated, however, most mill and furnace interests declining to commit themselves. Canadian-made pig iron continues to sell at a lower price than the American product.

British-American Oil Still in Good Demand

Continued strength in British American Oil is taken to not only reflect prosperous business on the part of the company, but the general conditions in the industry indicated by the action of oil stocks in the United States. It is generally felt that in proportion to the advance which has taken place in other groups, the oils have been comparatively neglected and that they will move to considerably higher levels if the speculative strength of the whole market is sustained.

The stock for the past seventeen years had carried a dividend of eight per cent., and for the past three years there has been, in addition, a bonus of two per cent., latterly making an annual distribution of 10 per cent. The strength of the stock at the moment is due to a report that, at the meeting of the directors, which will be held some time in February, an increase in the dividend will be considered. The business of the company throughout 1925 was of an exceptional order, much larger than was the case in 1924. Especially good results were secured in the Prairie Provinces, in which section a great many of the farmers had to be carried along for two or three years, owing to adverse crop conditions. The company carries stocks at 250 points in Manitoba, Saskatchewan and Alberta.

Stock Market Record

WEEK ENDING JANUARY 5

	Div. Rate	Yield Jan. 4	High for wk.	Low for wk.	Close Jan. 5	Close Dec. 28	Sales	Range 1925 High	Range 1925 Low
Banks—									
Commerce	12+1	5.76	226	224½	225	225	212	229⅛	194¾
Dominion	12+1	6.04	215¼	215	215¼	215	66	218¼	189
Can. Nationale	10	5.88	170	162½	163	156	60	170	148
Imperial	12+1	6.09	213½	212	212	212	150	213½	184
Montreal	12+2	5.38	260⅛	260	260	261	84	271	240
Nova Scotia	16	5.78	282	280	282	281	124	285	262
Royal	12+2	5.62	250	248	249	249	291	255½	227¼
Standard	12	6.06	199½	199¼	199½	198	12	200	170
Toronto	12	5.63	216	211	216	212	149	217½	192¾
Paper—									
Abitibi, com.	4	5.33	76¼	74	74	76	1316	76¼	62
Do. pref.	7	6.36	..	..	..	..	..	110	101
Belgo-Can., com.	6	6.03	..	..	..	..	..	100	80
Do. pref.	7	7.25	96½	96¼	96¼	96½	70	99½	95
Brompton Pulp	.	....	29	28	28	28¼	3662	33¼	19½
Laurentide	6	6.74	89	86½	87⅝	88½	5814	91	73
Price Bros., com.	2	3.44	58	57	57	58	40	59	35⅛
Do. pref.	6½	6.77	96	95⅞	96	95½	545	96½	95
Prov. Paper, com.	6	6.00	100	99⅜	99⅜	99½	95	111¾	92½
Do. pref.	7	6.88	101¾	101¼	101¼	101¾	20	103½	95
Smith, Howard, com	.	....	..	..	..	..	..	47	21¼
Do. pref.	8	8.44	96	94½	94½	95¾	245	106	69½
Spanish River, com.	7	6.61	107½	105	105	108	2550	111¾	92½
Do. pref.	7	6.07	118	115	117	119	331	127	110½
St. Maurice Paper	6	5.74	105	102	105	102	607	105	80
Wayagamack	.	....	75	73	73	74	296	75	34½
Steel and Steel Industries—									
B.E. Steel, com.	.	....	2½	2⅜	2½	2½	232	4⅜	1½
Do. 1st pref.	.	....	30	27	27½	30	160	36	22
Do. 2nd pref.	.	....	9	8½	8¾	9⅜	2648	14⅝	6¾
Can. Car & Found., com	.	....	37	33	36¾	35	515	57⅝	30
Do. pref.	7	9.58	76	73	74	73½	530	90¼	73¼
Can. Fairbanks, pref.	.	....	..	..	..	..	..	46	46
Can. Gen. Elec., com.	.	....	..	..	..	..	..	35	15
Do. pref.	7	6.14	57	56½	57	57	147	60	50
Canada Iron, com.		....	..	..	..	..	..	8	8
Do. pref.	4	....	..	..	..	..	..	40	32
Can. Locomotive, com.	.	....	..	..	..	..	..	72	35
Do. pref.	7	9.53	73¼	73	73	75	10	90	73½
Dodge Bros., com.	.	....	..	..	..	..	..	46½	22
Do. pref.	7	....	..	..	..	..	..	89½	80¼
Dominion Coal	.	....	41½	40	40	41	40	50	39¾
Dominion Iron, pref.	.	....	..	..	..	..	..	30	20
Dominion Bridge	4	4.27	93	84	84	93	1735	104	77
Dom. Radiator, pref.	7	6.89	..	..	..	..	..	102½	98½
Dom. Steel Corp., pref.	.	....	25	24	24	25	130	38	20½
Ford Motor	10	....	..	..	..	..	..	512	488
Gould Mfg., com.	6	....	..	..	..	..	..	100	90
N.S. Steel, com.	.	....	..	..	..	..	..	13	8¾
Do. pref.	.	....	..	..	..	..	..	32	21
Ontario Steel, com.	4+1	6.94	..	..	..	..	..	75¼	41
Do. pref.	7	6.86	..	..	..	..	..	102	91½
Russell Motor, com.	.	....	40	40	40	40	175	44½	24
Do. pref.	7	8.28	83½	83	83	84	35	88	74½
Sawyer-Massey, com.	.	....	..	..	..	..	..	1	1
Do. pref.	.	....	..	..	..	..	..	20⅛	5
Steel of Canada, com.	7	7.14	98½	97½	98½	98	276	99¼	80
Do. pref.	7	6.14	116	114½	..	116	73	116	105
Milling and Foodstuffs—									
Atlantic Sugar, com.	.	....	33	30	32½	32	1790	37½	13
Do. pref.	.	....	88	81¾	87	81½	1411	88⅞	40
B.C. Fishing	.	....	61¼	58⅛	60½	59¾	1035	64⅝	19
Canada Bread, com.	.	....	62	60	60	61¼	151	65	39¾
Do. pref. (A)	7	6.54	107	106	107	105½	45	108	100
Do. pref. (B)	7	7.29	96¼	96	96½	96	200	97	85¾
Can. Canners, com.	.	....	14½	13¾	14	13¼	394¼	15	11½
Do. pref.	2¼	....	67¾	65¾	67¼	67	1329	69⅛	53¾
Canadian Salt	8	5.71	..	..	..	..	..	154½	112
Christie Biscuits, com.	.	....	64¾	64¼	64½	65	110	65	31¼
Do. pref.	7	....	..	..	..	..	..	118	109½
Can. Bakeries, com.	.	....	37	36	36	34	45	40	31
Do. pref.	7	7.36	96¼	95½	96	95	55	96¼	93
City Dairy, com.	12	3.84	77½	77½	77½	78	20	90½	65
Do. pref.	7	6.48	108	107	107	108	92	110	104½
Cuban Can. Sugar, com.	.	....	3½	3½	3½	3½	65	10	3½
Do. pref.		....	..	..	..	..	..	44½	22
Dominion Stores, com.	1.00	....	..	..	..	..	..	72¼	28½
Do. pref.	8	....	106	106	106	103	20	109	97½
Do. Rights	.	....	..	..	..	..	..	12½	4
Wm. Davies (A)	.	....	37¾	36	36	..	555	37¾	24
Inter. Milling, pref.	7	6.76	103½	102¾	103	102½	45	103½	96¾
Lake of Woods, com.	12	6.97	172	172	172	172	73	193	169
Do. pref.	7	6.03	116	116	116	116	20	125½	115
Maple Leaf Mill, com.	.	....	92	92	92	95	100	100	80
Do. pref.	7	6.79	104	102	102	104	25	105	96
Ogilvie Flour, com.	5+3	4.76	175⅛	168	175	158	206	180½	135
Do. pref.	7	5.73	123	123	123	122	110	127	120
Pure Gold Mfg.	50c	....	22	22	22	23	5	27	21
Shredded Wheat	10	5.91	170	169	170	169	107	171½	148
St. Law. Flour, com.	.	....	39	39	39	39½	20	65	27
Do. pref.	7	8.48	82½	82½	82½	84	25	84	78½
West Can. Flour	8	6.89	115	115	115	115	12	120	104½
Western Grocers, com.	.	....	13¼	7½	12½	10	975	14½	4½
Do. pref.	.	....	64	52	63	53	630	64	38
Utilities—									
Bell Telephone	8	5.71	140¼	138½	140	138½	366	142	132¾
Consumers Gas	10	5.74	175	174	173	173½	160	177	164
Inter. Utilities (A)	.	....	..	..	..	..	..	40¼	35½
Jamaica Pub. Ser., pref.	7	7.17	98½	97¼	97¼	97½	25	98½	96¾
Kaministiquia	8	5.71	..	..	..	..	..	140⅛	100
Laurentide Power	5	4.34	..	..	..	..	..	115	93¾
Mackay, com.	7	5.07	138	135½	138	135	278	142	114½
Do. pref.	4	5.47	73	72½	72	72	235	77¾	67
Mexican Light, com.	.	....	30	30	30	29	100	34	22
Do. pref.	.	....	..	..	..	..	..	64	57
Mont. L. H. & Pr. Cons.	8	3.70	220	213½	215	217½	12746	220	152
Montreal Telegraph	8	6.29	51½	51½	51½	51¾	10	55	45
Ottawa L. H. & Pr., com	6	6.13	..	..	..	..	..	103½	95
Do. pref.	6½	6.43	102	97½	102	101	105	109	100
Quebec Power, com.	5	4.45	114	112½	114	113	262	119	85
Do. pref.	7	6.52	108¼	108¼	108¼	112¾	1	115	103½
Shawinigan	8	4.76	169	167½	169	169	750	175	130½
South. Can. Power, com.	1.00	....	83¼	81	83¼	80¼	105	84	67
Transportation—									
Can. Pacific Rly.	10	6.71	149	146⅝	148	148½	311	152¼	137
Can. Steamships, com.	.	....	12	11	12	11	257	13¾	10
Do. pref.	.	....	57¾	55	56¾	55	1583	64½	42
Tractions—									
Barcelona	.	....	29	28	29	30	175	30	18½
Brazilian, com.	4	4.81	84	81	83⅜	83⅜	25650	84	49¼
Do. pref.	6	6.20	..	..	..	..	..	99	95
Detroit Un. Rly.	.	....	3½	3½	3½	3¼	45	29	¼
Duluth-Superior	.	....	31½	31	31	31½	277	42	28½
Illinois Traction, pref.	6	6.25	..	..	..	..	..	96	92
Montreal Trams	10	5.60	178	178	178	178	1	187	160
Ottawa Traction	4+1	7.93	63⅜	63	63	64	52	66⅞	61
Porto Rico Rlys., com.	.	....	41	41	41	41	165	46⅜	35½
Do. pref.	7	7.77	..	..	..	..	..	91¼	84
Quebec Rly.	.	....	..	..	..	..	..	24⅝	20
Twin City, com.	4	5.04	79	77¼	78½	78½	2176	79	58
Do. pref.	7	....	..	..	..	..	..	97	94½
Winnipeg Elec., com.	1	....	49	46½	47¾	47	3223	53⅞	36¼
Do. pref.	7	7.36	96	94½	96	95	97	99½	87
Textiles—									
Can. Conn. Cotton, pref.	1	....	47	47	47	47½	2	51⅛	39
Can. Converters	7	7.44	94	92	92	94	15	95	80
Can. Cottons, com.	8	6.61	121	121	121	119	45	124½	106
Do. pref.	6	6.31	96½	96½	96½	95	25	96½	90
Can. Woollens, com.	.	....	12½	12½	12½	12	25	15	5½
Do. pref.	.	....	50	49½	49½	50	18	61	40
Dom. Textiles, com.	5	5.49	91¾	90¾	91¾	91	1102	95½	66
Do. pref.	7	5.93	119	119	119	118	25	119	111
Monarch Knitting, com	.	....	..	..	..	..	..	45	30
Do. pref.	.	....	..	..	..	..	..	80	45
Montreal Cottons, com.	6	5.79	103½	103½	103½	103½	60	105	95
Do. pref.	7	6.22	114	112½	114	115	55	117½	109
Penmans, com.	8	4.39	182	182	182	182	60	185	144
Do. pref.	6	5.68	..	..	..	..	..	105½	99
Wabasso Cotton	4	6.25	..	..	..	..	..	66½	55¼
General Industrials—									
Amer. Salesbook, com.	4.00	6.34	64	62	64	61	20	61	38
Do. pref.	7	7.44	95	93¾	94	94	80	95	88
Asbestos Corp., com	6	6.48	94½	90½	94½	94	432	98	35
Do. pref.	6	5.28	114½	113	113	115	46	117	73½
Bird & Son, pref.	7	8.40	..	..	..	..	..	83¼	80
Brantford Cordage, pref.	2	....	26¾	26	26	26½	238	28	25
Burt, F. N., com.	12	4.68	63½	62	62	63	362	67	44
Do. pref.	7	2.76	..	..	..	..	..	253	142½
Canada Cement, com.	6	5.86	104½	102	102¼	104¾	2256	114	90½
Do. pref.	7	5.98	117	115½	116	116	208	117½	107
Cons. Rubber, pref.	7	7.95	..	..	..	..	..	90	85
Can. Indust. Alcohol	1.28	....	17	16½	16½	16½	2295	20½	14
Carr. Factories, com.	.	....	..	..	..	..	..	2½	1
Crows Nest Coal	6	....	53	48	51	49	690	55½	35
Dom. Glass, com.	7	8.09	86½	86	86	87	450	116⅛	83
Do. pref.	7	6.25	..	..	..	..	..	115	110¼
Eastern Theatres, com	.	....	..	..	..	..	..	19½	14
Do. pref.	7	8.23	..	..	..	..	..	88	70
Gilman, com.	6	5.71	..	..	..	..	..	108¼	80
Do. pref.	7	6.19	114	113	113	113	13	116	100
Goodyear Tire, pref.	7	7.40	94½	93½	94	94½	134	103½	9
Holt Renfrew, pref.	7	8.33	..	..	..	..	..	84	65
King Ed. Hotel	.	....	..	..	..	..	..	34	20
Lyall Construction	.	....	21	21	21	21	110	29	11
National Brew., com.	4	6.78	59¼	58½	57½	56⅜	1582	68	42
Do. pref.	7	6.45	..	..	..	..	..	110	98
National Brick, com	.	....	..	..	..	..	..	18	15
Do. pref.	7	6.00	..	..	..	..	..	79½	70
Pacific Burt, com.	6	6.74	..	..	..	..	..	96	87
Do. pref.	7	6.38	102	102	102	101¾	10	107	100½
Port Hope Sanitary, com	.	....	..	..	..	..	..	85	53
Do. pref.	.	....	..	..	..	..	..	100	88
Rogers, Wm., com.	.	....	45	45	45	48	20	65	48
Do. pref.	7	7.77	92	92	92	88	20	95	88
Sherwin-Williams, com.	6	4.47	134	131	131	133½	135	135	115
Do. pref.	7	6.25	113½	110	113½	112	99	114	104¾
Sterling Coal	4	....	..	..	..	..	..	53	38½
Tooke Bros., com.	.	....	..	..	..	..	..	8	8
Do. pref.	.	....	..	..	..	..	..	62⅛	37
Tuckett Tobacco, com	4	5.99	67	64	64	66¾	495	70	59
Do. pref.	7	....	102½	100¾	100¾	102½	22	103	96¼
Woods Mfg., com.	.	....	41	40½	40½	40½	32	49	20
Do. pref.	7	8.75	..	..	..	..	..	80	64⅞
Trust and Loan—									
Canada Landed	10+1	5.91	..	..	..	..	..	97	80
Can. Permanent	12	5.97	202½	201	202½	201	5	208	190
Colonial Invest.	6	....	..	..	..	..	..	7¾	4
Hamilton Prov.	10	6.41	..	..	..	..	..	156	154
Huron & Erie	7	5.51	127½	127½	127½	127½	2	130	125
Landed Banking	9	6.16	..	..	..	..	..	146	142
Montreal Loan	12+1	6.50	50	50	50	50	12	50	48
National Trust	12	5.26	..	..	..	..	..	228	210
Ontario Loan	11	5.33	..	..	..	..	..	105	99
Real Estate Loan	7	8.23	..	..	..	..	..	88½	85
Toronto Gen. Trusts	12	5.42	..	..	..	..	..	221	208
Toronto Mortgage	10+1	5.97	91	91	91	91	1	92	87¾
Union Trust	7	7.77	..	..	..	..	..	90	85⅛

THE CURB MARKET

Brit. Amer. Oil	8+2	5.10	50¼	49½	49½	49	2849	50¼	36½
Can. Oil, com.	.	....	..	..	..	..	..	60	38
Do. pref.	8	....	..	..	..	..	..	100	97
Continental Oil	25c	1.02	26	25⅛	26	24¼	903½	29	22¼
Imperial Oil	1.00	2.70	38½	37	38¼	37¾	3877	38¾	27½
Inter. Petroleum	75c	2.22	35	34½	34⅞	34⅜	2695	35½	22¼
Dryden Power	.	....	..	..	..	..	..	8¾	8
East Engineering	.	....	16	16	16	1¾	1	2	¼
Good. & Worts	1½	3.10	193	193	193	193	22	200	120
North Star Oil, com.	.	....	1.00	1.00	1.00	1.00	120	1.60	.75
Do. pref.	7	....	4.50	4.50	4.50	4.50	100	4.50	3.90
Simpsons	6	6.00	..	..	..	..	..	100	99½
St. Maur. Power	.	....	..	..	..	..	..	77⅛	75
Volcanic Oil	62c	2.21	29	29	29	29	80	31	24

London Hard Hit by Stoppage of Street Cars

London, Ont., is walking or using improvised transportation methods. London Street Railwav put its cars in the barn when the city council declined to order all buses off the street and allow the company an exclusive transportation privilege in the city. It is only the outcome of a long tempest and may ultimately conclude a discouraging situation. The company was giving fair service on a 5-cent fare when action was taken to make them go back to a 7-tickets-for-25c. basis. Ontario Railway board has gone so far as to suggest that the city should allow the company to make a reasonable profit on its investment. London merchants are suffering a tremendous decline in business. Bell Telephone is almost overwhelmed with business. The city council has told the company it won't negotiate a new agreement until the cars are running.

SPEND $107,000 ON SCHOOLS

South Vancouver on Jan. 16 will vote on two by-laws to provide $80,000 as the municipality's share of erecting a technical school, and $27,000 for a public school addition.

UNLISTED SECURITIES

Industrials, Utilities, etc.—	Bid	Asked
Brooks Steamer (1 pref, 2 com.)	4	6
Can. Machinery, com.	4	7
Can. Machinery, pref.	13½	17
Can. Westinghouse, com.	154	157
Cockshutt Plow, pref.	58	60
Cosgrave Brewery	4	4½
Dom. Combing (1 pref, 2 com.)	25	35
Dom. Power, pref.	93	95
English Electric, com.	13	15
English Electric, pref.	56	59
Gunns, Ltd., pref.	39	41
Gotfredson Truck, com.	24½	26
Imperial Tobacco	6	7
King Edward Hotel, Deb. A.	74	78
King Edward Hotel, Deb. B.	53	58
K. & S. Tire, pref.	8	11
Loew's Toronto, com.	31	34
Loew's London, com.	2½	3
Loew's Ottawa, pref.	11	14
Massey-Harris	66	70
Mount Royal Hotel, com.	6	7
Mount Royal Hotel, pref.	48	50
North Mexico Power, com.	47	49
R. Simpson, pref.	99½	..
Willard's, pref.	72	76
Loblaw Groceterias, com.	56	59
Capital Life 25% Paid	22½	25
Continental Life 20% Paid	33	..
Crown Life	120	..
Empire Life	22	26
Excelsior Life 25% Paid	40	..
Great West Life	350	..
Imperial Life	170	..
Monarch Life 10% Paid	16	17½
Manufacturers Life 20% Paid	76	..
Montreal Life 20% Paid	27	..
National Life 25% Paid	47	..
Re-insurance	12	15
Security Life 40% Paid	33	35
Sovereign Life 25% Paid	21	24
Sun Life 50% Paid	230	..
Comm. Finance, pref.	60	62½
Comm. Finance, com.	10½	12½
Manfrs. Finance 50% com.	7	8½
Mortgage Dis., pref.	7	7½
Toronto Finance, pref.	5½	6½

5% and the Investment Guaranteed

Invest your surplus funds in the Guaranteed Investment Certificates of this Corporation, — "Trustee Securities" authorized by law. Sums of $500 and upwards received for investment for three or five years. Interest at the rate of five per cent. per annum paid by cheque half yearly.

Invest to-day, making your cheque payable to the order of the Corporation. Interest paid from the date of its receipt.

The TORONTO GENERAL TRUSTS CORPORATION

Head Office: Bay & Melinda Streets, Toronto

Branches: Ottawa, Winnipeg, Saskatoon, Vancouver

INSURANCE

Fire, Automobile, Accident Liability, Etc.

Intelligent Advisory Service

OSLER, HAMMOND & NANTON LIMITED

WINNIPEG

Startling New Prices!

Vital Improvements ~ Attractive New Colors

Absolute smoothness and quietness of engine operation characterize the improved Dodge Brothers Motor Car.

Decreased weight gives it a surprising new snap and elasticity.

The lower and more graceful closed bodies are finished in rich and attractive colors.

Vision from within is increased to an almost incredible degree.

Reduction of bulk was accomplished by further notable advances in all-steel body construction, in which Dodge Brothers have led the world from the very beginning. Naturally there is a proportionate gain in operating economy—with *increased safety* and *durability*.

Any member of the great Dodge Brothers Dealer organization—the finest and most aggressive in the world—will gladly give you all the interesting details.

New prices now available from any Dodge Brothers Dealer

DODGE BROTHERS (CANADA) LIMITED
TORONTO, ONTARIO

DODGE BROTHERS MOTOR CARS

The Laurentide Company
Limited

Manufacturers of
Ground Wood - Sulphite Pulp
Wood Boards and Newsprint Paper

GRAND'MERE - QUEBEC

The Wabasso Cotton
Company, Limited

THREE RIVERS, P. Q.

Manufacturers of Fine White Cotton,
also Spinner's Fine Counts of Yarns

DOMINION BRIDGE CO.
LIMITED
Montreal, P.Q.

ENGINEERS, MANUFACTURERS *and*
ERECTORS *of* STEEL STRUCTURES

HEAD OFFICE AND WORKS:
Lachine Locks, P.Q.
P.O. Address, Montreal, P.Q.

BRANCH OFFICE AND WORKS:
Toronto, Ottawa and Winnipeg.

Sales Offices: Montreal, Ottawa, Toronto, Winnipeg, Regina, Edmonton, Vancouver.

Atlantic Sugar Refineries
LIMITED

Lantic Sugar

General Offices
211 McGILL STREET
MONTREAL

Refineries - St. John, N.B.

DOMINION TEXTILE CO., LIMITED

PRUE

MANUFACTURING

ALL LINES OF WHITE AND GREY COTTONS, PRINTS, SHEETINGS, SHIRTINGS, PILLOW COTTONS, LONG CLOTHS, CAMBRICS, DUCKS, BAGS, TWILLS, DRILLS, QUILTS, BUREAU COVERS, TOWELS AND TOWELLING, YARNS, BLANKETS, RUGS, TWINES

AND NUMEROUS OTHER LINES USED BY MANUFACTURERS IN RUBBER AND OTHER TRADES.

MONTREAL TORONTO WINNIPEG

Penmans
LIMITED

Manufacturers of High-Grade
Knit Underwear, Hosiery, Sweaters

MILLS AT
PARIS, Ont. BRANTFORD, Ont. LONDON, Ont. WATERFORD, Ont.
ALMONTE, Ont. COATICOOK, Que. and ST. HYACINTHE, Que.

PEN ANGLE
KNIT-GOODS

General Office: Paris, Ont.
Selling Agents to Wholesale Trade:
JOHN GORDON & SON,
Toronto and Montreal

Pulp and Paper

CANADA PAPER'S NEW ISSUE FOR ENLARGEMENTS

Raising Capital to Finance Purchase of Kilgour Business

From Our Own Correspondent.

MONTREAL. — That there has been a considerable change in the scope of the Canada Paper Company was revealed this week when Nesbitt, Thomson and Company, and Wood, Gundy and Company, offered $2,000,000 6 per cent. first mortgage bonds of the company. It will be recalled that recently newspaper reports rumored that Sir Herbert Holt had acquired the control of Canada Paper through purchase of the holdings of the late Joseph Kilgour. Now, in connection with the bond issue, it appears that a new company of the same name has been incorporated which has acquired the assets of the old Canada Paper Company, and has also acquired the business of Kilgour Brothers.

Through the acquisition of these two businesses, the Canada Paper Company has an annual capacity for the manufacture and sale of 13,500 tons newsprint, 7,500 tons wrapping, book and writing papers and white and colored specialties, 29,000,000 paper boxes, 300,000,000 paper bags and 60,000,000 shipping tags.

New Company's Earnings

The earnings applicable to interest on the issue, averaged over the past five years, amount to more than $400,000, or over 3½ times the annual interest requirements. The physical assets back of the bonds have a depreciated appraised value of over $3,000,000, and, in addition, the company has net current assets exceeding $2,000,000, making total assets behind the issue of over $5,000,000.

The capitalization of the company is as follows:

	Authorized	Outstanding
First Mortgage Gold Bonds	$5,000,000	$2,000,000*
7% Cumulative Redeemable Preference Shares ($100 par value)	3,000,000	1,250,000
Common Shares (of no par value)	20,000 shrs.	20,000 shrs.

*Of Series A.

Further bonds may only be issued to the extent of 2/3 the cost of additions to the property.

The company owns and operates four manufacturing units, three at Windsor Mills, Que., and one at Toronto, Ont. Equipment at Windsor Mills includes four paper machines, with complementary sulphate and groundwood pulp installations, and twenty-five paper bag machines. At Toronto there is installed complete equipment for the conversion of various papers into boxes, bags, containers and tags.

The company's principal Toronto property is freehold and comprises a floor area of 54,452 square feet. It is located within one block of the centre of the wholesale district. In Toronto, Montreal and Winnipeg, the company controls, through leases, valuable and centrally located premises, affording ample warehousing space and facilities.

The company owns approximately 35,000 acres freehold timber lands adjacent to its mill properties on the St. Francis River, and controls by lease from the Province of Quebec approximately 200 square miles of timber areas, affording a valuable and uncut reserve for future requirements. For many years the policy has been followed with advantage of purchasing from settlers and others the pulpwood necessary to operations.

Provision is made in the trust deed for an annual sinking fund of 2 per cent. of outstanding bonds for the first five years, and 3 per cent. thereafter, together with interest on the bonds redeemed. The sinking fund is to be used for the retirement of outstanding bonds either through redemption or purchase in the open market.

On completion of organization of the company, the board of directors will be as follows: J. H. Gundy, president; F. J. Campbell, vice-president and managing-director; Sir Herbert S. Holt, C. R. Hosmer, Sir H. Montagu Allan, F. W. Molson, A. J. Nesbitt, W. E. Wilder, H. Balm.

Manitoba Pulp and Paper Completed by December

From Our Own Correspondent.

MONTREAL.—The contract for the construction of all the buildings at Fort Alexander, in connection with the new newsprint development of the Manitoba Pulp and Paper Company there, has been let to a Winnipeg concern. It is understood that the contract runs well over $1,000,000 and calls for the newsprint to be on the market by December 1, 1926.

Arrangements for the construction of a power line to the mill site have been completed, but as yet the contract for the machinery has not been let. The company will be responsible for the building of a complete town which will house the employees.

Spanish River Earnings Are Well Maintained

From Our Own Correspondent.

MONTREAL.—There has been a certain amount of speculation as to the possibility of a dividend increase by the Spanish River Paper Mills. The profits during the first half of the company's fiscal year have been decidedly satisfactory, but for the remaining six months, with newsprint at $65, it is probable that earnings will not be at the same level as during the first half of the year. It is felt in some quarters that the company's earnings are at a level to justify higher dividends, but, in view of the undertone of uncertainty in the newsprint market, others feel that the directors would be wise to continue a conservative policy at the present time. The stock in Spanish River has the advantage of never having been split, as was the case with many of the other pulp and paper companies. It is in an exceptionally strong liquid position, and is the largest producer of newsprint in Canada. The average net earnings on the common stock during the last five years have been equivalent to 20 per cent.

Whalen Pulp and Paper Appoints New Manager

From Our Own Correspondent.

MONTREAL.—It is understood that the Whalen Pulp and Paper Mills will shortly be taken out of the hands of the receiver, and that the reorganization scheme, which has already been authorized, will be carried out. Lawrence Killam has been appointed manager of the reorganized company and will assume his duties shortly. Mr. Killam comes from Halifax, where he was president and general manager of the Nova Scotia Tramways and Power Company. The new manager is familiar with the mills and with British Columbia. Five years ago he was practising as a consulting engineer in Vancouver.

Provincial Paper Mills Plans Further Expansion?

From Our Own Correspondent.

MONTREAL.—The Provincial Paper Mills, which recently purchased the wholesale paper business of the John Martin Company, of Winnipeg, with branches at Calgary and Edmonton, will, through this step, bring its mills into closer relationship with the ultimate consumers of its output.

It has been rumored that it is the eventual intention of the company to open more paper jobbing warehouses in various cities throughout Canada. No plans as yet have been revealed, but it has been said that a new company, to be known as the Provincial Paper Sales, will shortly be incorporated. The company is already the largest producer of book-paper in the Dominion—this further expansion should place it in a position to still further increase the demand for its production.

Brompton's Earnings To Be About $4 a Share

From Our Own Correspondent.

MONTREAL.—The earnings of the Brompton Pulp and Paper Company, for the first six months of 1925, were much the same as in 1924, but earnings during the latter half of the year have taken a decided turn for the better. It is anticipated that earnings in 1925 will be about $4 per share, as compared with $2.91 in 1924. The actual assets applicable to the common stock amounted to $83 per share in the last balance sheet.

Although earnings have taken a decided improvement, yet it is felt that the directors, who hold about 50 per cent. of the stock outstanding, will be slow to take dividend action. Naturally the shareholders look for a return on their stock, but it is not the expectation of early dividends which has brought about the firmness in the stock market prices of late. During the past three years, Brompton has increased the balance of credit of its profit and loss account from $2,521,690 to $4,624,652. Investors in the stock may have to wait some time before receiving a return on their investment, but, in view of the exceptionally strong position in which the company is in with regard to timber reserves, it seems assured that the return for those who are willing to wait will eventually be large.

Beaver Cove Lumber Co. Meets Creditors' Claims

From Our Own Correspondent.

MONTREAL.—Last week the creditors of the Beaver Cove Lumber and Pulp Company received $425,000 in payment of their claims against the company. Most of the creditors were Vancouver firms, whose money had been tied up during the past five years. Interest on these claims has been paid at the rate of 7 per cent. annually in the interval.

This is another step in the re-capitalization of what promises to be one of the largest pulp and paper enterprises on the Pacific coast. The International Harvester Company is now the largest shareholder in the Beaver Cove Lumber and Pulp Company.

'LANTIC SUGAR DEBT TO BE FUNDED SOON

Shareholders Meet Shortly to Authorize Bond Issue, Stock Issue and Change in Par Value

From Our Own Correspondent.

MONTREAL. — That the gross earnings of the Atlantic Sugar Refineries for the months ending November 30, 1925, amounted to $1,208,995 and the net applicable to the preferred stock was $513,412, was the welcome news contained in a letter forwarded by the management to the shareholders of the company.

A special general meeting of shareholders has been called for early in February to consider the proposals leading to the funding of the company's raw sugar debt, which were recently exclusively reported in these columns.

The plan which the directors ask the shareholders to ratify involves changing the par value of the common stock from $100 to no par value. The company will be supplied with new working capital through an issue of 30,000 additional common shares of no par value which will be offered to the common and preferred shareholders in the ratio of one new share for every two shares held. Shareholders will have the right to purchase this new stock at $25 a share and it is stated that all shares so offered have already been underwritten by a syndicate.

The Total Sugar Debt

In round numbers the company's sugar debt with interest to date amounts to $3,927,000. This debt is to be taken care of by an issue of this amount of fifteen year, 5 per cent., general mortgage, sinking fund bonds. The creditors have agreed to accept these bonds at par in full settlement of their claims.

With regard to the new bond issue, sinking fund payments commence in April, 1927, with $50,000, and rise progressively in accordance with a stipulated schedule. It is also provided that no dividends will be paid on the company's capital stock until the entire bonded indebtedness of the company has been reduced to $3,000,000.

In the letter to the shareholders the directors point out that the plan is one entirely advantageous to the company. They recommend it and are of the opinion that if it is approved the company will once again be placed in a sound financial position. The directors feel also that judging from the profits which have been realized during the course of the last three years, future earnings will be substantially in excess of the amount necessary to meet all interest charges and other payments necessary in connection with both the old and the new bond issue.

Many New Apartments Are Built in Vancouver

VANCOUVER.—Apartment block construction in Vancouver has reached the greatest peak this year since pre-war years. More than $1,000,000 worth of buildings of this type have been constructed or projected for the immediate future.

GRAPES NOW IN ALBERTA

RAYMOND.—Considerable success has been met with by J. H. Walker, a farmer of this district, in the growing of grape vines. In 1922 Mr. Walker planted six vines. Last year the vines had attained a sturdy growth and produced a few ripe grapes. This year they again produced and the grapes ripened. No special care was given to the propagation of these vines and Mr. Walker is of the opinion that there is no reason why grapes can not be successfully produced on a fairly large scale in Southern Alberta.

PORT ALFRED PULP & PAPER CORPORATION

HEAD OFFICE:
INSURANCE EXCHANGE BUILDING
MONTREAL, P.Q.
Mills at PORT ALFRED, P.Q.

Canadian Paperboard Company Limited
Largest Manufacturers of Paperboard in Canada.
Mills at Montreal, P.Q., Campbellford, Ont., Frankford, Ont.
HEAD OFFICE: 2 Seigneurs Street MONTREAL

THE new client's sales manager was being dined after the conference—

"You know, that letter you wrote pleased our G. M. very much," he said. "He examines all the mail for each department each morning. When I opened my mail folder, your letter was on the very top, with 'See Me' on it. We agreed that it was the finest letter we had received in our office for months. We don't usually hand out compliments but we were in the mood to make a change in our business connection when your letter arrived. We had received others but yours did the trick—at least it started things. That's one reason why you're getting this big order."

It was nothing but PAPER. PAPER "did the Trick." The letter did look dressed up. It did carry the message well. It fairly breathed success. It crackled. It was SUPERFINE LINEN RECORD—king of all bonds. Your printer will confirm the staunchest claims we can make for this high quality sheet.

SUPERFINE LINEN RECORD
Made in Canada by:
THE ROLLAND PAPER COMPANY LIMITED
High Grade Paper Makers since 1882
MONTREAL
Mills at St. Jerome and Mont Rolland, P.Q.

Automobile and Piano Paper
MANUFACTURERS FINANCE CORPORATION LIMITED
TORONTO, Federal Building
AUTHORIZED CAPITAL - $6,500,000

ACCUMULATIVE BONDS

The interest on amounts invested in these Bonds is COMPOUNDED half-yearly. As compared with interest at the same rate paid half-yearly, and probably spent as received, this compounding of interest means a considerably greater return to the investor. The Bonds are issued as required in sums of $100.00 and upwards. Interest commences the date the money is received. $390.60 invested in these Bonds to-day will amount to $500.00 at the end of five years.

Any further information desired will be cheerfully furnished on request.

CANADA PERMANENT 70 YEARS 1855–1925
Established 1855

CANADA PERMANENT MORTGAGE CORPORATION
14-18 TORONTO STREET - TORONTO, 2
Assets exceed $47,000,000.00

5% Interest Return

INVEST YOUR SAVINGS
in a 5% DEBENTURE of
The Great West Permanent Loan Company

SECURITY
Paid-up Capital $2,414,663.00
Reserves 1,100,000.00
Assets 6,184,420.00

HEAD OFFICE, WINNIPEG
Branches: Toronto, Regina, Calgary, Edmonton, Vancouver, Victoria, Edinburgh, Scotland.

Electrical Energy in the City of Montreal

RELIABLE
Six (6) Hydro-Electric Power plants and large steam plant Reserve.

CONTINUOUS
Available for use 24 hours per day and every day. No restrictions.

UNLIMITED
Approximately 300,000 H. P. available.

FOR POWER, LIGHT AND OTHER PURPOSES
Generated and Distributed by the
Montreal Light, Heat & Power Consolidated
Low Rates for Service
Inquiry Requested. Address to
Power Bldg., 83 Craig St. West,
Tel. Main 4040. Montreal

Iron and Steel

BESCO IMPROVED STEEL OUTPUT BUT STRIKE HIT COAL

Production Records Hung Up as Result of Better Methods

HALIFAX.—During 1925 there was a large increase in the production of the works of the British Empire Steel Corporation, resulting in the employment of a large number of men, but coal production, owing to the long strike among the miners, showed the smallest production since 1899. The whole situation has been reviewed by the Chronicle:

With the exception of July and August, when operations were practically at a standstill, three blast furnaces at Sydney produced intermittently during the year, and an average of 1½ furnaces per month were in blast over the 12 months period; a total output of 201,100 tons of pig iron was obtained.

Steel ingot production was approximately 251,000 tons and was confined almost entirely to the early spring and late fall, there being no steel produced during June, July or August, and only some 4,000 tons in the month of September. The conversion of pig iron to ingots in this case, through the medium of the first step in the manufacture of all fin-basic open hearth practice, represents the first step in the manufacture of all finished and semi-finished steel products. Consequently a comparison of this production with similar figures for the past few years, gives at a glance an indication of the relative standing of the entire industry.

Production of steel ingots in Nova Scotia:

Year	Output per year Gross tons
1910-14	400,000
1915-18	450,000
1924	186,000
1925	251,000

From this comparison of ingot production, it will be noted that an increase of 65,000 tons was obtained in 1925 over the year 1924, but as both years are abnormally low they bear no satisfactory relation to the apparent proved capacity of the various units engaged in the manufacture of steel, 1925 representing only 63 per cent. of the average yearly production for the pre-war period quoted.

Other products at Sydney and Trenton during 1925, with comparative figures for the year 1924, are:

Dominion Iron & Steel Co., Ltd., Sydney, N.S.	1925 Gross tons	1924 Gross tons
Pig Iron for sale	10,500	43,751
Steel Blooms & Billets for sale	20,160	8,938
Steel Blooms and Billets to Trenton for further manufacture	30,725	33,086
Steel Rails—standard	78,200	74,327
Steel wire rods (for sale)	14,800	15,619
Steel Bars, etc.	14,930	3,757
Steel Wire	10,325	7,600
Steel wire, nails & staples	14,140	7,372
Steel wire fence	7,235	3,749
Sulphate of Ammonia	5,065	4,795
Benzol, etc. (Imp. gal.)	774,250	454,834
Nova Scotia Steel & Coal Co., Ltd., Trenton, N.S.		
Steel Bars, Angles & Channels	20,990	22,355
Steel Plates	1,070	1,031
Steel Rails—Light	400	446
Steel Fish Plates, Tie-plates, etc.	8,750	5,636
Steel Shafting	107	85
Steel Axles	3,204	5,662
Steel Miscellaneous forgings	230	763
Steel Bolts, nuts & rivets	1,690	1,731
Steel Spikes	3,295	2,003
Eastern Car Company		
Cars built	185	711
Ore Mines & Quarries		
Iron Ore Mined	900,206	655,118
Limestone quarried	60,300	120,125
Comparative Shipments From All Points		
Wabana Ore (exported)	788,443	821,400
Iron & Steel Products	190,780	186,047

As a result of various improvements in methods of operating a gratifying list of hourly, daily, weekly and monthly production records have been obtained in almost every operating department of the Sydney plant. Beginning with the coke oven department, where several new minor by-product outputs of long standing were excelled, figures may be quoted along the entire line of departments. No. 1 blast furnace in addition to setting new high daily and weekly figures, succeeded in turning out 13,671 gross tons of pig iron during the month of May, 1925, which exceeded any previous monthly production by 175 gross tons.

A new monthly record was also established in the rail mill during October, when 20,420 gross tons of rails were produced as compared with the previous high month of 19,832 gross tons, March, 1919.

Perhaps the outstanding feat, however, was accomplished by the Open Hearth Department in the outturn of 37,224 gross tons of steel ingots during October, while working on a straight basic open hearth process. This output was 2,211 tons better than the best previous record which had been made during May, 1924. The remarkable feature of this record is that it exceeds all previous monthly figures for the production with any process at the Sydney Plant since its foundation.

At Trenton in addition to a number of hourly, daily and weekly records, a production of 3,668 gross tons was obtained during the month of March on No. 2 Mill, as compared with 3,634 gross tons in April, 1924.

Canada Machinery Corp. Had Disappointing Year

Canada Machinery Corporation found a rather disappointing volume of business in the machine tool field in 1925. For this the unstable fiscal policy of the government is regarded as a factor by T. H. Watson, the general manager, the effect being to cause much timidity in industrial development and the postponement of projects involving capital expenditures.

Looking to the future Mr. Watson says that while we have had the advantage of good crops which have increased the purchasing power of the people and thus created a measure of prosperity in some lines, the political situation is still involved, and until manufacturers are assured of a fair measure of protection, he feels that Canada cannot hope for a return of prosperity to restore normal industrial conditions.

General Electric Chairman Sees Improved Trade Ahead

Reviewing the business experience of Canadian General Electric Co. in 1925, A. E. Dyment, chairman of the board, states that while business in the early months was considerably less than for the same period of 1924, the closing months witnessed a sufficient recovery to make up the ground lost and the year ended with a total volume slightly in excess of the year preceding. Raw materials were secured throughout the year in a satisfactory manner, prices generally following the same trend as in 1924 with the exception of rubber, in which there were material advances, and copper for which prices eased off.

Mr. Dyment states that collections in 1925 show a marked improvement over the entire country, the results in Eastern Canada, however, being considerably better than in the West. Merchants continued their policy of buying only for immediate turnover and stocks on hand are conservative; there is some tendency, particularly in the West, to stock up in a moderate way.

With regard to prospects for 1926, having in mind the large increase in agricultural production, coupled with good prices, and augmented by a fair increase in export trade. Mr. Dyment feels fairly secure in predicting improved business conditions for at least the first half of next year. Quite a number of inquiries for electrical apparatus are coming in, some for very large developments, and both lamp and merchandise sales are showing improvements.

Dominion Engineering Had Normal Output During '25

Although business was not in unusually large volume for the Dominion Engineering Works in 1925, the company's plant operated at normal capacity throughout the year. Paper machinery construction showed a considerable amount of activity, although, as anticipated at the beginning of the year, very few new hydro-electric projects materialized and hydraulic machinery business was consequently somewhat below normal.

With regard to the outlook for 1926, there does not seem much doubt but that the tide has turned toward improvement in business generally. With the price of newsprint at a lower level than last year paper mills are looking for a reduction in manufacturing costs by the use of more modern and improved equipment.

There is already a considerable amount of new construction planned and the firm looks toward a very active year in this branch of its business. There are also a number of new hydro-electric projects under consideration at the present time, and indications are that a large number of these will materialize during 1926.

National Car Experienced No Improvement in 1925

There has been no improvement in the situation affecting the equipment companies during the past year, according to Robt. J. Magor, chairman and president, National Steel Car Corporation, Ltd. Mr. Magor believes that in spite of increased production, the development of natural resources, and good crops, Canada is not making real progress. He is convinced that if industry had been stimulated, the present depression would not exist, and, as the railways are the biggest buying factor in the industrial world, the equipment companies would share in any general prosperity. When the railroads are in the market, thereby improving conditions in the large industrial centres, a better feeling throughout the country prevails. There has been no purchasing of equipment in Canada by Canadian railroads to amount to anything during 1925. The equipment industry is looking for better times ahead on the ground that the railroads, having curtailed their requirements for some years, will sooner or later have to increase their purchases.

Canadian Car Receives Big Order for Tramways

From Our Own Correspondent.

MONTREAL.—The Canadian Car and Foundry Company this week closed a $1,000,000 contract with the Montreal Tramways for the construction of fifty street cars of the most modern design.

The new cars are for delivery next spring, when they will be added to the present rolling stock of the tramways. The $1,000,000 will naturally not all go to the employees of the Canadian Car Company, but the contract will mean that a large portion of this sum will go into the pockets of workers in Montreal. In view of the extreme stagnation in the car-building industry in this country, the order is a welcome one to "Car," and, it is hoped, should presage further orders from other buyers.

LENT, MACKAY & CO.
Barristers, Solicitors, Notaries, etc.
W. F. W. Lent, K.C.,
Alex. B. Mackay, M.A., LL.B.,
Solicitors for Standard Bank of Canada.
CALGARY, ALBERTA
Cable Address "LENJO" Western Union Code

PATENTS
and Trademarks
FETHERSTONHAUGH & CO
Patent Solicitors
15 Elgin Street OTTAWA

When Travelling, Carry
DOMINION EXPRESS TRAVELLERS' CHEQUES
Good the World Over
YOUR SIGNATURE IDENTIFIES YOU, THEY PROTECT YOU AGAINST LOSS

EARNINGS LOWER IN BRIDGE REPORT; HAD BIG DEFICIT

After Depreciation Operating Profits Showed Loss of $53,000 For Year

From Our Own Correspondent.

MONTREAL.—Owing to the severe competition which forced the management to take contracts at low prices in order to secure a reasonable volume of work to keep the plant employed, the annual report of the Dominion Bridge Company for the year ending October 31 shows a big drop in profits from the preceding year and, in fact, is the poorest showing which has been made in a great many years. The operating profits dropped from nearly $400,000 in 1924 to $82,076 for the past year. After allowing for depreciation and the payment of dividends, the deficit for the year amounted to $313,136, which reduced the balance of profit and loss account by a like amount.

Changes in the balance sheet include a drop in cash on hand, which is compensated for by an increase in the investment account. Deposits show a big increase, whilst amongst the liabilities the reserves are up some $24,000, but there appears for the first time a bank loan of $304,640.

The president, in his report says: "The cost of production and erection have been on a satisfactory basis and the deficit is directly attributable to severe competition and the low prices at which it was necessary to bid in order to secure a reasonable volume of work to keep your organization employed.

"There is a good volume of new work in prospect; prices already show some improvement and are tending towards normal; generally, the outlook for better results in the coming year is encouraging.

"The contract for the steel superstructure of the South Shore Bridge was secured towards the end of the year on a unit basis, which will amount to about $7,200,000. Although it will not be finally completed until the year 1930, and actual profits will not accrue until then, it will in the meantime have a beneficial effect in absorbing a portion of the overhead expenses."

The changes in the balance sheet are reflected in the company's working capital figures, which follow, together with a comparison of the profit and loss figures over the past three years:

	1925	1924	1922
Op. profits	$ 82,076	$398,206	$429,912
Deprec.	135,212	134,386	139,228
Net prof.	*53,136	263,820	290,684
Dividend	260,000	260,000	260,000
Balance	†313,136	3,820	30,684
Reserves	....	....	200,000
Surplus	§313,136	3,820	†169,316
Prev. surp.	3,233,924	3,230,103	3,399,419
P. & L. bal.	2,920,788	3,233,924	3,230,103
P. C. on stock.	Nil	405	4.47

*Loss. †—Debit. §—Deficit.

Working Capital

	1925	1924	1923
Cur. assets	$5,120,700	$4,946,187	$4,934.205
Cur. liabs.	1,423,466	806,240	840.627
Work. cap.	3,696,233	4,139,947	4,093.578

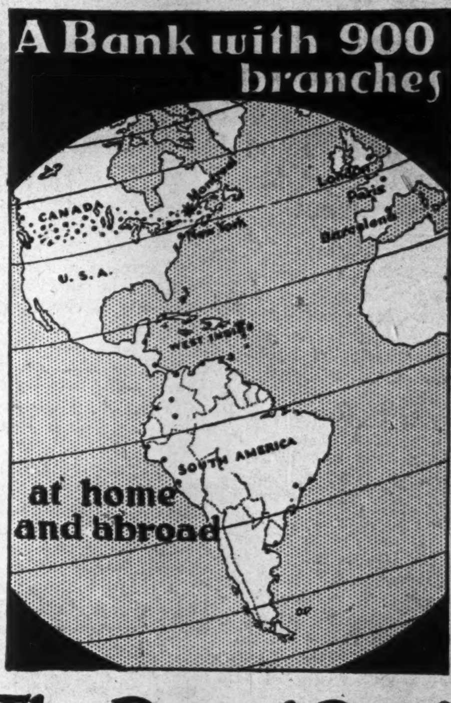
The publication of the company's annual report has been followed by weakness of the shares on the market. The price declined to 84 or nearly 10 points during the week. The statement of President Duggan that profits from the South Shore bridge will not be realized until 1930 seems to have been the cause of the disappointment displayed by the shareholders.

Algoma Steel Head Sees Better Business Ahead

The business of the Algoma Steel Corporation in 1925 was in about the same volume as for 1924, according to W. C. Franz, president. From a study of political and industrial events through the year, it seems to Mr. Franz that things are moving in the right direction. It does appear to be unfortunate, however, that neither of the national political parties received a sufficiently large majority in the recent election to give it a free hand in administering the affairs of the country.

Looking to the future Mr. Franz predicts that the new year will be better for business in general, and for the iron and steel industry, than the one just closed. The good harvest should contribute to this, he thinks.

IN CANADA
over
800 Branches
including
Vancouver
Victoria
Calgary
Edmonton
Regina
Winnipeg
Fort William
Windsor, Ont.
London
Hamilton
Toronto
Ottawa
Montreal
Quebec
St. John, N.B.
Halifax
Sydney
Charlottetown



ABROAD
over
100 Branches
including
London
New York
Paris
Barcelona
St. John's, Nfld.
Havana
San Juan
Santo Domingo
Port-au-Prince
Nassau
Port of Spain
Buenos Aires
Rio de Janeiro
Montevideo
Caracas
and in
Colombia
Peru
Venezuela

The Royal Bank of Canada

G520

INVENTIONS PATENTED
TRADE MARKS AND DESIGNS REGISTERED.
Blank form "Record of Invention," and full information free on request.
W. IRWIN HASKETT, 18 Elgin St., Ottawa, Canada

Canadian Locomotive Gets Aluminum Company Orders

Work will be under way by Jan. 15 at the Canadian Locomotive Co.'s plants, on several hundred sheet steel tanks and baskets, to be used by the Aluminum Co. of America, at Chute a Caron. The order, amounting to over $250,000, is the largest, except those for locomotives, ever received by the company, which is also constructing a ten-wheel locomotive for the Alberta Great Waterways Railway. Intimation has been received that the Canadian National Railways will be in the market shortly for rolling stock.

The Quest of Youth

The question has been asked why young Canadians look outside their own borders for their heroes in industry and commerce

THIS is due, perhaps, to the prominence given in magazines from other lands to "stories of successful men," while men who have built vast Canadian enterprises often remain in the background rather than pass under the spotlight of publicity.

Canada has progressed farther in the development of electricity than most nations. Do Canadians fully appreciate what this means? Canada's great water powers are her natural heritage. And she is fortunate in having had men with the vision and capacity to direct their development for the use of municipalities, industries and homes. She is doubly fortunate in having had, at the same time, men with the foresight and ability to organize the electrical industry, to manufacture and distribute the millions of pieces of equipment through which electricity has been made the servant of the Canadian people.

This is a story that Canadians should know

One of Canada's great electrical organizations, Northern Electric Company, Limited, takes pride and pleasure in the duty of telling it. Through advertisements in the public press of Canada, Northern Electric is informing the country of the important part that the electrical industry plays in the national life.

The success this company has achieved has come through service—honest, painstaking service, and this is assurance to young men of their own success in the electrical field in Canada.

In the electrical industry thousands of young Canadians are, today, laying the cornerstones of permanent prosperity. It is an industry with unlimited opportunities, of golden promise.

The growth, the expansion, the enterprises which follow this one branch alone of Canadian activity, is proof in itself that the future of the youth of this country lies within our own gates.

Northern Electric
COMPANY LIMITED
Equipment for transmitting Sound and Power

This is No. 12 of a series of advertisements issued in the interest of Canada's electrical development.

MONTREAL HALIFAX QUEBEC OTTAWA TORONTO HAMILTON LONDON WINDSOR WINNIPEG REGINA CALGARY VANCOUVER

212

BETTER USE OF RAW MATERIALS IS HOOVER'S AIM

A Work Which Should Arouse the Interest of Our Government

NEW YORK.—Herbert Hoover, in the annual report of the Secretary of Commerce, describes in detail the department's nation-wide campaign for the elimination of waste, the underlying philosophy of which Mr. Hoover declares to be maintenance of American standards of living for both workers and farmers and placing of production on a more stable footing. After explaining the department's aims and methods of working, actual accomplishments in the following fields are noted:

A fundamental increase in efficiency of operation in railroad transportation; improvement of American inland waterways in order that cheaper water-borne traffic in primary and bulk goods in the great midwest area and in its outlets to the sea may be forwarded; fuller utilization of water resources for irrigation, power, navigation and flood control; and elimination of waste by efficient units concentrated in carefully operated central plants, with gradual elimination of wasteful smaller plants.

As a result of the equipment built up during the war, the Bureau of Standards has been able to contribute its share to the elimination of waste through the largest physics and research laboratory in the world. Through its researches, ways and means have been found for the better utilization of raw materials, for cheapening and improving the quality of manufactured articles. and for turning to useful purposes by-products of industrial plants. Recent progress in this field may be illustrated by the experiments in chrome tanning for shoe soles, which increases the time of wear; the studies of crazing pottery, which cuts down "seconds"; and the demonstrations of the practicability of the commercial production of levulose (fruit sugar), which, the bureau believes, may result in a new American industry.

Construction Industries

Following a detailed study in the construction industries, a special committee reported that under improved methods of construction and climatic conditions of most of the country, construction could proceed as economically and effectively in winter as in summer; that an extension of the active building season would give steadier employment of men and equipment, both in construction and the material trades; and that co-operation in each locality by those concerned with construction could do much to utilize labor and transportation facilities more effectively throughout the year. Contractors, real estate men, building material manufacturers, labor, and other groups represented on the committee accordingly united in furthering the organization of local committees to plan and encourage better distributed construction.

Simplification of dimensions of building materials has also been carried out in a great number of branches of the industry. Committes have been appointed by the Secretary of Commerce on request of the industrial associations covering brick, steel, roofing, slate, lumber, etc., and in each case the consuming trade or the consuming public through some public agency has been represented in the deliberations and conclusions of these committees.

Another means by which the Department of Commerce has succeeded in eliminating waste is simplified practice, or the reduction of variety in sizes, dimensions, and immaterial difference of everyday commodities. Its purpose is to eliminate waste, decrease cost, and increase values in production, distribution and consumption. Since this co-operative service was inaugurated over fifty simplifications have been achieved by the industries and trades concerned, resulting in an average reduction in varieties of 73 per cent.

WILL BANKS BE FORCED TO TAKE STEPS TO GUIDE OPINION?

(Continued from page 1)

bank merger trend, by pointing to the rapid growth of branch banks, now so numerous in Canada that there is one for every 2,200 people in the country. These, he argues, prove that amalgamations have not reduced banking facilities. It must be conceded that the multiplication of bank agencies has increased the "facilities" for effecting collections and receiving deposits, both of which are important functions of banks.

There is, however, a school of thought which has made great headway of late among merchants, farmers, and small-scale manufacturers, and which maintains that bank agencies are not branch banks, and that loans are more difficult to procure in small cities, towns and villages from the big consolidated banking institutions of to-day than they were from the less pretentious banks of the pre-merger period. Perhaps this grievance is one that will be removed when the process of consolidation is at an end, and the new system becomes more accurately harmonized with the economic requirements of the country.

The present stage in the evolution of the Canadian banking system is probably the least satisfactory that "small business" has experienced. This fact is one of the most potent causes of Maritime depression, and is also responsible for the increasing agitation for a government-controlled system of long-term rural credit banks for the accommodation of the farming population. The banks of Canada have yet to adapt themselves to the needs of "small business," which covers a field of enormous possibilities to such banking institutions as may be the first to cultivate it, and to adapt their methods to its requirements.

Although the foregoing editorial does not refer to the western provinces, yet it is from there that much of the adverse criticism comes. The Financial Post understands that during the past seven years, probably not one of the Canadian chartered banks has been able to earn enough from its western branches to pay one cent out in dividends to the shareholders.

The probability is that the session of parliament now opening will devote a certain amount of attention to the subject of rural credits. The question which remains to be answered is just what the government can do. It can give short term loans for crop production, for holding crops, and for other purposes within the limits of the security offered by the borrowers, but on the other hand, so can the chartered banks and this they do at all times. Beyond limits such as these, credit must naturally become a matter of chance and there is no reason why the government should take a chance with the taxpayers' money.

No doubt the government could advance money on long term mortgages, but this business too, whenever offered, is undertaken by others.

Government Must Not Compete

Again, it would seem ridiculous for the government to transact business which would compete with the loan companies and the banks; should it enter into direct competition in these two types of businesses, it might be called upon to do the entire loaning business in Canada; both individuals and organizations would prefer to be debtors to the government rather than corporations. In other words the government is between the upper and nether millstones; it should not transact a business which others are better equipped to handle and should it enter any other form of loaning business, it would simply be gambling with a taxpayer's money.

In the meantime, the agitation for more credit will probably only be abated, either by better times, or by the bankers themselves definitely setting out to make for a better realization of this problem throughout the country.

"Clan Donald" to be First Colony Under New Plan

MONTREAL.—The first direct contract to be entered into between the Canadian Pacific Railway and the Overseas Settlement Committee of the Imperial Government has been effected, the fruits of which will be the creation of an Old Country colony in Northern Alberta to be known as the "Clan Donald" colony. The other signatory to the contract is the Scottish Immigrant Aid Society, which will secure the immigrants and under whose auspices they will be moved and settled.

SURRENDER OF LETTERS PATENT

Notice of Application
Dunn-Hortop Limited

Notice is hereby given of intention to apply for permission to surrender the Letters Patent issued to this Company under date of April 25th, 1914.

DUNN-HORTOP LIMITED.

Toronto, Dec. 23, 1925.

New York Stocks
and
Grain Futures

Our direct private wire connections enable us to offer prompt and efficient service in the execution of orders on The New York Stock Exchange, The Chicago Board of Trade and Winnipeg Grain Exchange.

Splendid Board Room and Ticker Service—Conveniently Located on the Main Rotunda Floor, King Edward Hotel. Toronto.

Telephones Main 6204-5-6.

F.C. Sutherland & Co.
Limited.
Members Chicago Board of Trade.
King Edward Hotel Bldg., TORONTO.

SAFETY

Above everything else look for safety in the investments you buy. In our recommendations the element of safety is not left to chance. Consult us.

"Invest with Safety"

W. M. Wilson, Pres. C. Morrison, Treas.

DOMINION FINANCIAL CORPORATION, Limited

232 St. James St., Montreal
Telephone MAIN 5412

NATIONAL CASH REGISTER ISSUE OVER SUBSCRIBED

(Continued from page 1)

shares 37½%) of common B. stock are being set aside for employees.

The corporation's current assets as of November 30, 1925, total $32,459,392, with current liabilities of $5,695,456. Recent appraisals, however, by the American Appraisal Co. show sound net assets of over $50,000,000.

The corporation's good will, which has been built up over a long period of years of merchandising augmented by intensive national advertising, is carried on the books at the nominal figure of $1. Earnings for 1925 partly estimated, are placed at $7,807,596. These earnings, which exceed by more than $1,250,000 those of the previous year, are equivalent to more than $7 a share as compared with the dividend requirement of $3 a share on the A stock. They also amount to $5.20 a share on the aggregate common A and B stocks.

Below is the dividend record in both cases after depreciation and other charges and federal income taxes at current rates had been deducted. In future, however, there will be no reductions for employees profit sharing participation.

	After deducting employees' profit-sharing participations	Before deducting employees' profit-sharing participations
1919	$4,640,414	$6,199,613
1920	3,663,712	5,789,600
1921	2,580,872	3,556,348
1922	3,181,421	4,974,801
1923	3,689,571	6,539,889
1924	5,063,547	6,534,822
1925	5,942,304	7,807,596

The company has a record for consistently large earning power and has paid cash dividends on its cash outstanding stock for 36 years with the exception of 1898 when a 200 per cent. stock dividend was paid. The business was started in 1882 when John H. Patterson purchased from the inventor for a few thousand dollars the original pattern of the first cash register machine. The business has grown from an original investment of about $10,000 to its present size through re-investment of earnings with the exception of one and a half million dollars received prior to 1900 for the sale of stock. This growth has been rapid and steady. The physical properties are located mainly at Dayton, Ohio, where the plant, consisting of 23 buildings, covers a floor space of more than 44 acres. The company has approximately 10,000 employees of whom 6,700 are employed at the main plant at Dayton. In 1924 the total foreign business was more than 25 per cent., and for the first eleven months of 1925 was approximately 30 per cent., of the total volume. At present the only dark cloud in the issue exists in the legal proceedings against the company pending and threatened, which in any event are not expected to seriously affect the assets of the business.

Shares of the old company will be exchanged for new.

The present financing enabled some of the heirs to dispose of their holdings in the company for cash. It is estimated that $60,000,000 are involved in the deal.

Mount Royal Proposal in Hands of Shareholders

MONTREAL.—Interest in the proposal for the exchange of Mount Royal Hotel preferred stock on the basis of $108 in bonds and stock and $2 cash for each share, has been increased by the action of the original underwriters in forwarding a letter to the shareholders submitting that the proposal will not work out to their advantage. The issue must now be decided by the individual shareholders on the arguments for and against the proposal which have been submitted to them.

Before the plan becomes effective, it must have the consent of 75 per cent. of the preferred holders, and it is pointed out that those who do not go into the new arrangement can continue to hold the present shares. Those who are sponsoring the new arrangement point out that the strength of the preferred shares since the announcement of the proposal is an indication that it will improve the position of the holders.

The January number of our investment review

The Income-Buyer

is now ready for distribution. It discusses the opportunities for investment in

MONTREAL POWER
B.C. FISH
LEONARD OIL
LAGO PETE
MISSOURI PACIFIC PREF.
COLOMBIA SYNDICATE
FOREIGN BONDS

If you are a present or prospective holder of securities, you should read this number.

Mailed to Any One as a Part of Our Service.

F. R. GRAHAM & CO.
MEMBERS TORONTO STOCK EXCHANGE
293 BAY ST. ~ TORONTO 2

St. Peter's Rome

AMPLION

Loud Speakers
enable audience of 50,000 to hear the Pope

At a recent canonization, the Amplion was selected and installed to make the voice of His Holiness the Pope audible to this immense congregation in St. Peter's, at Rome.

What greater tribute could be paid to the marvelous efficiency of this wonderful Loud Speaker?

What an improvement it offers over the ordinary! It is the result of nearly 40 years' experience in the building of loud speaking instruments by one of the world's acoustical experts.

Send for detailed technical information and free Log Book.

Prices from $13.50 to $45.00.

The Amplion Corporation of Canada Limited
Sales Distribution by
BURNDEPT OF CANADA LIMITED
Head Office, 130 Richmond W., Toronto. Branch Office: 307 St. James St., Montreal.

New Issue

$5,250,000

Northern Ontario Light & Power Company, Ltd.

First Mortgage 6% Sinking Fund Gold Bonds, Series of 1926

To be dated January 1, 1926 To be due January 1, 1946

Interest will be payable January 1 and July 1. At the option of the holder, principal and interest will be payable in gold dollars of the United States of America at the principal office of Bankers Trust Company, New York City; or in Canadian dollars at the office or agency of the Company in Toronto, Ont.; or in pounds sterling, at $4.86 2-3 to the pound, at the office or agency of the Company in London, Eng. The Company will pay the interest on these Bonds without deduction for any taxes of the Dominion of Canada or any of its political divisions which the Company may be required or permitted to pay or retain.

From his letter to us, Mr. F. O. Blackwell, Vice-President of the Company, summarizes as follows:

Business and Territory — Northern Ontario Light & Power Company, Ltd., incorporated in February, 1911, in the Province of Ontario, owns and operates the electric lighting systems in the towns of Cobalt, Haileybury, New Liskeard, Kirkland Lake, Timmins, South Porcupine and Englehart, together with the local telephone systems in Timmins and South Porcupine. The Company also supplies electric and compressed air power to all the operating silver mines in the Cobalt District and electric power to the gold mines in the Kirkland Lake and the silver mines in the South Lorrain districts, all situated in one of the most extensive and commercially important mineral districts in the world.

Purpose of Issue — The proceeds from the sale of this issue will provide funds for the redemption of the Company's present issue of $5,006,500 First Mortgage Sinking Fund 6% Gold Bonds.

Security — These Bonds will be secured, in the opinion of counsel, by a first mortgage on the real estate, plants, machinery, fixed equipment, franchises, and leaseholds of the Company, now owned or hereafter to be acquired.

Earnings

Twelve Months Ended November 30,	1924	1925
Gross earnings from all sources	$1,296,733	$1,381,095
Operating Expenses, Maintenance and Taxes	536,448	493,477
Net Earnings available for interest, reserves, etc.	$ 760,285	$ 887,618
Annual interest charges on $5,250,000 First Mortgage 6% Bonds (this issue)	....	315,000

Net earnings, as above, for the twelve months ended November 30, 1925, were in excess of 2¾ times the annual interest charges on these first mortgage 6% Gold Bonds, Series of 1926.

Valuation — The depreciated replacement value of the Company's properties, exclusive of water-rights, as reported by Messrs. Viele, Blackwell & Buck, Consulting Engineers, is in excess of $10,500,000, or more than twice the amount of the Bonds of this issue.

All legal matters in connection with the issuance of these bonds will be passed upon by Messrs. Winthrop & Stimson of New York, and for the Company by Messrs. Fasken, Robertson, Aitchison, Pickup and Calvin of Toronto, and Messrs. Choate, Larocque & Mitchell of New York.

These Bonds are offered when, as and if issued and received by us, and subject to approval of proceedings by counsel

at 100 and accrued interest, to yield 6%

Bonbright & Company
INCORPORATED

W. C. Langley & Co.

The information contained in this advertisement has been obtained from sources which we consider reliable. While not guaranteed, it is accepted by us as accurate.

Re-Financing Often Leaves Control Without Ownership

Yet This May Not be as Dangerous as it Seems Since Investment Banker's Interest is That of His Client's

W. Z. Ripley, professor of Political Economy, of Harvard University, in an address at the annual meeting of the Academy of Political Science, at New York, outlined a noteworthy development in the conduct of corporations. Hitherto, in the financial organization of society, power and responsibility have gone hand in hand. With the ownership of a share certificate went the responsibility for direction, and the consequent profit or loss resulting from active or passive direction or misdirection.

But a new phase in the corporate organization has come to the surface in the post-war period. The chief point embodied in this new phase is that the actual control or responsibility is now divorced from the ownership of securities; this in itself appears a dangerous development.

The Factors Responsible

This new development has followed upon two new factors:

1. The intervention of the banker or the bond man who takes over a corporation, recapitalizes it, sells the issues and invests the accruing profits (sometimes only a part of these profits) in the common stock, which has the exclusive voting and controlling privilege.
2. The extensive investment on the part of employees and customers in the share holdings of companies in which they are interested, such as public utilities and even industrials. Usually the shares of the company are widely held and held in very small blocks, with the result that the actual ownership is a passive one and a 15 or 20 per cent. share ownership is sufficient to secure control for a group.

Both of these tendencies have been observed in Canada in recent months.

The net consequences of both changes is the assumption of an absolute control by intermediaries, most commonly bankers, who, it is said, do not actually own the controlling interest, who take only a negative risk (they invest only the profits) yet they share largely in future profits. Mr. Ripley does not appear to like this new phase; he fears it not out of any distaste for bankers, but he believes that uncontrolled power is always a menace. No one has yet raised their voices in warning or protest in Canada.

Is The Development Normal?

It may, indeed, be argued that the transformation is a normal one. That bankers and bond houses, who during the war did a great deal of war financing on a gigantic scale, accustoming themselves to large issues, should turn to the industrial field, with their large capital is a natural development. A great many private businesses, which have grown and become too big for one man, or where an estate attempted to maintain control, are daily being purchased by bankers. "New corporations are being substituted for old, in order that the purchase price and more may be recovered by the sale of shares to the general public. But the significant change is that the new stock, thus sold, is entirely bereft of any voting power, except in the actual case of impending bankruptcy."

In Canada, at least, it would seem that the great evil accompanying this new development is not, as Mr. Ripley fears, the danger of uncontrolled power to the investor and the public.

For is it not in the interest of the banker or the bond house which sells the issue, to maintain the most efficient control, since its own reputation is at stake? The welfare of the bondman is the welfare of the client. Self-interest and self-preservation on the part of the banker constitute great protection for the investing public.

It appears then, if the banker is going to retain the confidence of his clients whom he expects to sell again he must seek control of the powers capable of yielding that protection to the investing public and thus maintaining the confidence of that public. Furthermore, competition between bankers is very keen and in the long run the public has nothing to fear. The idea that shareholders actually exercise control is largely mythical, for shareholders never have felt any great responsibility except in periods of impending bankruptcies. With this new development where a specialized body undertakes to maintain control, one has more chance of getting satisfactory action.

Control Without Ownership

We are next faced with this problem: Can there be control without ownership? Mr. Ripley seems to imply that the banker has no stake in the issue he sells. Let us take a typical case, such as the recent Dodge Motors. A banking house buys a private business for, let us say, $146,000,000. This sum and more is covered by the sale to the public of $160,000,000 of bonds, preferred stock, and $1,500,000 non-voting shares of class A common stock. The 500 class B shares are retained for directorial power.

Mr. Ripley infers that the promoter stands to lose nothing. That the deal was a profitable one, no one can deny. The bond house, however, took great risks. Before it could purchase the company it had to investigate very extensively and in assuming the risk and judging the powers of absorton of the investing public it showed good judgment. The profits were the reward for this judgment. Part of the profits were invested in the class B controlling stock. On the whole a perfectly legitimate proposition. Might it not be questioned therefore whether control and ownership are actually divorced?

The great danger appears, however, that latitude and scope for over capitalization and the watering of stock is possible in the substitution of a new company for an old one, especially when plenty of money is prevalent and the absorbing powers of the public are great. But this danger has always been with us. These new preferred stocks which are being issued in the place of bonds are really bonds, for the amount of control that goes with their rights is negligible. The great difference is that while bonds are usually limited to one-half or two-thirds of the tangible assets of the corporation, the exigencies of the market situation might determine the extent of the preferred stock issue. Here a real difficulty presents itself.

The real danger then is the one arising from the substitution of a preferred stock or a non-voting stoc for a bond issue which usually represented about 50 per cent. of the tangible assets, whereas the amount of the preferred stock issue is seldom gauged on earning power, especially past earning power, but rather by the market situation.

Of course, earning is not the only measure of intrinsic merit, especially since a great many of the companies are comparatively new. At any rate, whether there is over capitalization or not, not enough time has elapsed to judge. For the present, the upswing in all securities on the stock market has undoubtedly helped to maintain the rise of the stock of some of the recently re-organized firms.

Incidentally, it may be pointed out that not all banking firms that acquire control of industrial and public utility corporations do so with the intention of retaining their shares indefinitely. While Canada's experience in this regard is not great, in the States many of these concerns change hands when the stocks obtained in connection with the re-financing acquires sufficient market value to give the banking house a good profit.

SYSTEMATIC HUNT FOR OIL NOW ON

Alberta Has Passed Experimental Stage, Says Government Oil Expert

Eight wells are now being drilled in Turner Valley oil fields, and some of the holes are nearing what is called the Royalite sands, where Imperial Oil's well encountered what officials of the company have referred to as an underground refinery.

There are indications of a big activity in the spring. Other companies holding promising leases have been arranging finances and drilling contracts for an early start when the frost is out of the ground.

Declaring that Alberta has at last emerged from the experimental stage of oil development, Stanley J. Davies, petroleum engineer for the department of the interior, dealt recently with the Alberta development in the course of an address to the Lethbridge branch of the Engineering Institute of Canada.

"We have passed through the stages of seepage prospecting," he said. "We have had our wildcats and our booms, and we are now in the first stage of systematic development, with companies operating on a large scale and in a thoroughgoing manner. Alberta has followed exactly the same stages in her oil development that has been the history of all other countries and I feel certain we are at last within reach of our goal."

STANDARDS of QUALITY
KRYPTON PARCHMENT
ROYAL RECORD
BELL-FAST BOND
TRIBUNE BOND
GENOA BOND
PROGRESS BOND
VICTORY BOND

These Papers Are Watermarked
MADE IN CANADA
For Your Protection

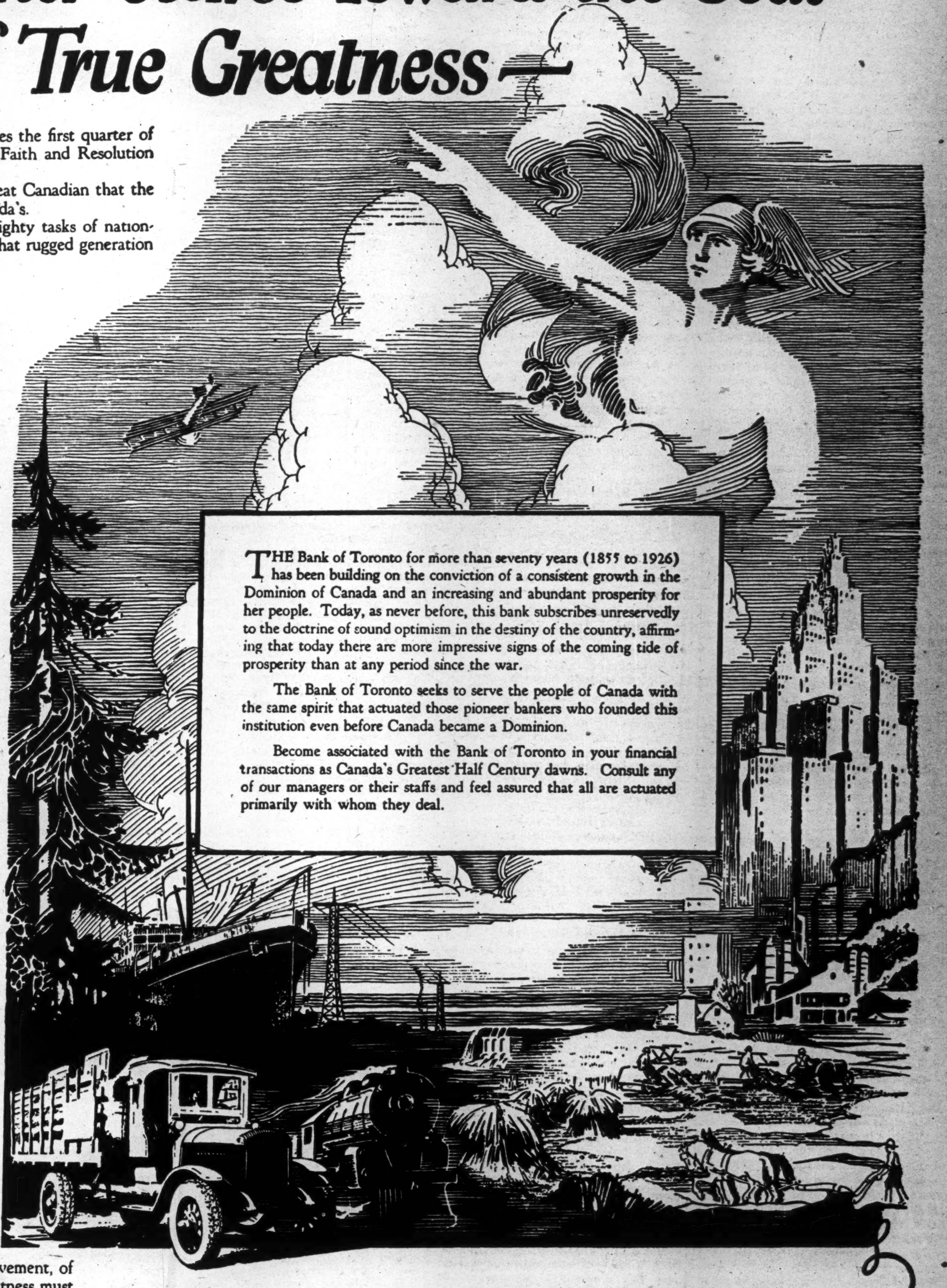
HOWARD SMITH PAPER MILLS LIMITED
MONTREAL

With New Heart and New Hope Canada Sets her Course Toward the Goal of True Greatness—

THE Dominion of Canada passes the first quarter of the Twentieth Century with Faith and Resolution perched high upon her banners.

Faith in the prophecy of a great Canadian that the Twentieth Century should be Canada's.

Resolution to carry on the mighty tasks of nation-building that were only begun by that rugged generation which has passed along.



THE Bank of Toronto for more than seventy years (1855 to 1926) has been building on the conviction of a consistent growth in the Dominion of Canada and an increasing and abundant prosperity for her people. Today, as never before, this bank subscribes unreservedly to the doctrine of sound optimism in the destiny of the country, affirming that today there are more impressive signs of the coming tide of prosperity than at any period since the war.

The Bank of Toronto seeks to serve the people of Canada with the same spirit that actuated those pioneer bankers who founded this institution even before Canada became a Dominion.

Become associated with the Bank of Toronto in your financial transactions as Canada's Greatest Half Century dawns. Consult any of our managers or their staffs and feel assured that all are actuated primarily with whom they deal.

—as a World Trade Influence

(*Note.*—The figures used in the statements following are vouched for by the Dominion Department of Trade and Commerce.)

Canada occupies second place among the world's exporters on a per capita basis, and holds fourth place among the world's greatest traders in foreign markets.

Canada, during a period of twenty-one years, has increased exports from 200 millions to more than one billion dollars; her total world trade has advanced from 400 millions to one billion 900 millions.

—as an Agricultural Nation

Canada has one million workers engaged in agriculture, working only one-fifth of her arable land; these workers produced revenue from the soil amounting to one billion 420 million dollars annually. The total agricultural investment is approximately seven billions.

Dairy products yield over 250 million dollars annually; live stock revenue averages over 140 million dollars; field crops yield more than 900 million dollars annually. Canada in 25 years has increased the acreage under cultivation from slightly less than 20 million acres to nearly 60 million.

—as a Manufacturing Nation

Canada employs approximately 700,000 people in industrial and manufacturing pursuits, with a return of 4 billion dollars annually. Canada's total investment in manufacturing amounts to approximately 3 billion 500 million dollar Canada's manufactured and semi-manufactured products represent more than 55 per cent of her export trade.

Canada in a twenty-year period has increased the production of manufactured goods from 480 million to more than 4 billion dollars.

—in the World of Finance

Canada increased her National Debt seven-fold and enlisted one-thirteenth of her 1914 population in the fight to maintain world civilization, yet today her per capita debt is less than that of any of her allies, except the United States, which was in the world war but one year and a half. Canada's own citizens hold eighty per cent of the bonds representing Canada's indebtedness.

Canada's population of nine millions has more than two billion dollars on deposit. Her people have invested in the last ten years more than 3 billion dollars in bonds

Canada has attracted, in the last quarter century, more than 4 billion 200 million dollars of British and United States capital.

What a panorama of past achievement, of present opportunity and future greatness must pass before the eyes of all those Canadians possessed of the spirit that cries "Ever Onward!"

The New Dawn has come for Canada in the first quarter of this most eventful of all centuries. Every true Canadian should greet it as the Omen of a Greater Canada and a Greater Canadianism.

THE BANK OF TORONTO

263A

THE FINANCIAL POST

Member Audit Bureau of Circulations.
President—JOHN BAYNE MACLEAN
Vice-President—HORACE T. HUNTER.
Manager—GORDON RUTLEDGE
Editorial Director—F. S. CHALMERS
Editor—J. W. TYSON

A weekly newspaper, presenting in a popular manner, reliable information respecting investments and financial affairs in Canada.

Advertising matter which has a tendency to mislead or which does not conform to business integrity, is declined. Acceptance of advertising will not deter the editorial department from making such comments as the situation may suggest.

Reading matter, other than official reports of annual meetings, will not be accepted as paid advertising unless marked "Advertisement."

No material from news bureau sources submitted for editorial purposes will be published, and no such bureau or individual should be paid any consideration, or given any credit for the insertion or inspiration of any item.

ADVERTISING RATES:
Single Insertion—$2.80 per inch.
Financial Reports, Debenture Notices, etc., 20c. per agate line.

SUBSCRIPTION PRICE
Canada and the United States, $5.00 per annum

Published by
THE MACLEAN PUBLISHING CO. LIMITED
143-153 University Ave., Toronto.
MONTREAL, Southam Building, Murray R. Chipman; WINNIPEG, 810 Confederation Life Building; NEW YORK, Room 1606, 1133 Broadway; CHICAGO, Room 1004, 168 North Michigan Boulevard; GREAT BRITAIN—London. The MacLean Co. of Great Britain, Ltd., 88 Fleet Street, E.C., E. J. Dodd, director.

The detailed circulation statement we submit is the sworn finding of the Audit Bureau of Circulation, the recognized independent authority. THE FINANCIAL POST is the only Canadian financial paper submitting its circulation to the A.B.C. Inspection.

THE FINANCIAL POST HAS THE LARGEST PAID CIRCULATION OF ANY CANADIAN FINANCIAL PAPER.

TORONTO, JANUARY 8, 1926

MISUSING THE NAVY LEAGUE

WHILE, during the Christmas season, appeals were being made by the Navy League of Canada for donations for the highly laudable purpose of providing comforts and good things for all merchant sailors in Canadian ports on Christmas Day, and for the women and children whose husbands and fathers were at sea, we find Sam Harris, president of the league, submitting a proposal to Canadians to make contributions for a radically different purpose. At Winnipeg, in the course of a public address, Mr. Harris, as reported by the Manitoba Free Press, urged a tax of 2 per cent. on imports and exports that Canada might make a contribution of about $30.000,000 a year to the British Navy. This, said Mr. Harris, would "merely be the price of our self-respect."

The Navy League has been doing a great deal of good work through the activities of a large number of public spirited Canadians who have lent their names and their energies to the cause, but The Financial Post has long suspected that the promoters of the organization had other motives, and there have been indications that some of the active members have been spreading the big navy propaganda of the battleship-builders. This seems to be now differently borne out in the blunt proposal of Mr. Harris for an annual contribution of $30,000,000 by the heavily burdened taxpayers of Canada.

When the Borden government tried to commit Canada to a navy contribution of $35,000,000, The Financial Post strongly opposed the proposal, and said that if it were necessary for Canada to make a contribution to the British navy, it should be in the form of battleships built in our own country and manned by our own officers and men to work as a co-operating unit.

We feel quite satisfied that if it were stipulated that the battleships to be contributed by Canada should be built in Canadian shipyards, those who are behind the proposal submitted by Mr. Harris at Winnipeg, would lose their enthusiasm for it.

BANKS AND BETTER BUSINESS

THERE has been a distinct change of the trend of banking operations in Canada in recent years. Deposits have been increasing and current loans have been contracting to such an extent that the banks to-day are not so much concerned with securing deposits as they are with making loans, with reasonable assurance of moderate interest and safety of capital. The fact that, as a leading banker recently pointed out, commercial loans by the banks are smaller by about $75,000,000 than a year ago and that at no time in the history of Canada have current loans shown such a wide margin below available deposits, strikingly illustrates the present-day situation.

Bank advertising of the past has generally reflected the attitude of the banks towards the public. The announcements have been little more than invitations to the public to come and leave their money on deposit. To this end a few figures were usually presented to indicate stability and resources. To-day bank advertising is taking on an entirely different note. As evidence of this, attention is directed to the first of a series of advertisements of the Bank of Toronto appearing in this issue. The purpose of this campaign is not directly to secure deposits, but to create confidence in the agricultural and industrial future of the country—in the development of which the bank is ready to aid and co-operate to the extent of its resources—and to thus build up the whole community. It reflects the realization that the measure of the success of the bank will depend upon the success of the trade and industry of the country.

In this constructive effort to build for better conditions in Canada as the foundation for better business for the bank, the directors and management of the Bank of Toronto are to be commended for their initiative breadth of vision.

DATA GOING TO WASTE

EVERY year a quarter of a million Canadian individuals and several thousand business firms make income returns to the Dominion Government. Hidden in these returns is a perfect picture of Canadian business. The sources of income of our people; the comparative degree of success in different fields of activities; the average earning power of the people of the various provinces; these are some of the things these figures could show, but do not show, because no attempt is made to analyze them.

Evidently inter-departmental jealousies at Ottawa have been strong enough to prevent any attempt being made to analyze income tax returns. At this time when business men need every kind of information that bears upon distribution problems, the income tax returns should be analyzed for the general business data they contain, but this is not being done. In the United States, the returns have been subjected to analysis that has revealed much valuable and interesting information.

There need be no violation of the secrecy regarding individual returns. The machinery of the Dominion Bureau of Statistics could be set to work to unearth the essence of the returns from the files. Co-ordinated efforts between the income tax bureau and the statistics bureau would make it possible to do the work without any increase in present expenditures.

PATERNALISM NOT THE ANSWER

"THE miners of Glace Bay demand that the government of Nova Scotia provide either work for us, or maintenance at trade union rates,—otherwise we shall be obliged to take what we need wherever we can find it."

Such was the resolution put up to Attorney-General J. C. Douglas, at a recent mass meeting in the coal fields. It is strongly reminiscent of similar demands upon and threats to the preceding Murray and Armstrong governments made by the same men.

The resolution ended thus: "And be it further resolved that we are tired of promises."

The trouble is caused mainly by lack of employment at one or two of the largest collieries. At No. 2 the men have been told they can expect only five to seven days a month. The Duncan finding may help some, but the men are so hard pressed they refused to wait even the few days necessary to learn the British expert's decision.

Mr. Douglas has promised to submit to the provincial cabinet a plan whereby the province would finance the banking of coal for the C. N. R., the money to be refunded as the railway takes the fuel off the banks and pays Besco for it.

While the provincial government may be able to do something to provide temporary relief in this situation, it can only do so at the expense of the public, and any such action would probably only defer the necessary economic adjustment necessary to bring the industry back to a sound basis. Eventually the success of the industry depends on producing and marketing coal at a cost to encourage consumption.

EDITORIAL NOTES

"VOTE as you like, but vote," was the slogan of the organization in Toronto, working for better municipal government, and as a result, more than 4,000 votes were added to the total polled. Toronto, like many other cities and towns, is still a community of critics rather than voters, but progress is being made in arousing the spirit of individual responsibility. Keep up the good work.

* * *

PREMIER DUNNING of Saskatchewan is suggesting that the province's share, $284,000, of the surplus of the Canada wheat board be set up as an endowment fund, the interest on the sum being set "to work for agriculture forever." He has in mind a fund to finance research work directed towards the study and prevention of plant and animal diseases. It is a splendid idea. In agriculture, as in the manufacturing industries, scientific research is of increasingly great importance; it would seem to have just as prominent a place on the farm as in the factory.

* * *

COMMENTING ON the government's talk of completing the Hudson Bay Railway, L'Evenement declares that Quebec will reflect upon this excessive generosity on the part of the Liberal government towards the West. while in that province the Gaspe and Lake St. John regions are claiming the attention of the railroad authorities; the first mentioned wants the completion of a belt line for the development of forest and mineral resources, and the latter asks the taking over and improvement of the independent line on which it depends for service.

THE REVOLUTION IN MERCHANDISING — No. 9

Independent Retailers Successful in Canada

Hundreds of First-class Stores in Canada Are Making Money by Following Aggressive and Business-like Systems

By B. T. HUSTON

THAT the independent merchant of the small town is able to meet the competition of the big department store and mail order houses has been definitely demonstrated by many articles in our various business publications. Those who know merchants such as the Falls Company, operating a department store in Simcoe, Ont., a town of some 4,000 population; the Brook Clothing Co., in the men's wear business in the same centre; Ellis, a general merchant in Wilkie, Sask.; Lord, of Red Deer, Alberta; or Malcolmson, in the grocery business in Chatham, realize how true this is.

Merchants of this type are successfully meeting all competition not so much because of pride but because of the service they offer. Retailing is becoming more and more an exact science every day. It is not the hit or miss proposition it often was before the development of mail order houses, house-to-house canvassing or the chain store. These types of retail distribution have helped greatly to stimulate study in the problems of merchandising among all types of retailers. This study has placed a great many small town merchants in an unassailable position. When such merchants realize that overhead expense in the big department stores has been steadily rising and that these costs offset to a large extent their big buying power, they become more hopeful.

Increase in Overhead

Statistics show that in 1923 in 163 department stores in the United States and Canada with net sales of $1,000,000 and over, the overhead costs amounted to 28.4 per cent. and gross margin 32 per cent., leaving a net profit of 3.6 per cent. In 1924, 168 department stores, including practically all those that gave the returns the preceding year, with net sales of $1,000,000 or over showed a total expense of 30.1 per cent., with a gross margin at 32.1 per cent., leaving a net profit of 2 per cent. These figures demonstrate fairly clearly that increased services, such as provision for parking space for automobiles has not be accomplished without a corresponding increase in overhead. There are few merchants in the smaller towns and cities of Canada whose expenses run up to 30 per cent. Therefore, what they lose in buying compared with the big city store they gain in lower overhead. It remains for them to give an adequate service by studying the requirements of a community and purchasing goods to suit these requirements. It means they must be aggressive in their selling plans; that they must advertise judiciously in as many ways as possible; that they must have intelligent salespeople who will take advantage of the visit of every prspective customer in the store (for only 45 per cent. of store visitors buy); that they must, too, know how to manage the financial end of the business so that losses in depreciation of stock and bad debts will be cut to a minimum.

As suggested above, there are hundreds and thousands of merchants all over Canada conducting successful businesses along these lines. This is the type that stays in business irrespective of all competition or trade depression.

Service Beats Sentiment

The trouble with many retailers is that they depend too much on sentiment and not enough on service. They publish poorly worded statements about the money that is leaving the home town that should be spent at home. Appeals of this character may have some effect upon their personal friends but little on the average consumer. By studying the needs of the community, by having the goods that the community requires, by offering them at a fair price that will show a net profit, and by telling the people of the community all about them in the right way, the local merchant has a real opportunity.

One Fine Typical Store

To particularize: Consider the H. S. Falls store in Simcoe, referred to above. This business has been going continuously for 35 years. It is strong in every phase of retail merchandising—buying, selling and management. Especially has it worked out successfully the fundamental principles of selling. So close is the store to the people of Simcoe that when anyone leaves the town he or she is kept in touch with and sold goods by mail. Blankets have been sent as far west as Edmonton. Dresses go to Regina. Sales are frequently made in centres such as Haileybury, Welland, Hamilton. This business is all done at little expense and is done because of the knowledge the store has of the customer and because of the service it gives.

In its home furnishings department it has a row of rooms with furnishings and furniture so that the prospective customer can visualize the various articles in her own home. This is the same plan adopted by big department stores of the large centres.

The Falls store, too, takes a great deal of pains in the education of its salespeople. Some time ago it got out a book of rules covering such subjects as salesmanship, discipline, staff department, sales books, parcel address and service delivery, transfers, handling of money, approvals, exchanges, refunds, layaways, samples and measurements, mail orders, lost and founds, complaints, telephones, etc. This little booklet also contained "100 Don'ts" so that the sales staff would be fully familiar with what is expected of the modern clerk. "Don't fail to be on time in the morning"; "don't delay your stock work, do it now"; "don't assemble in groups and gossip—be on the lookout for customers;" "don't talk in a loud voice"—that is the type of instructive "don'ts" that are passed along so that each person in the employ of the company may know its policy and be guided thereby. Not only that, but each one since the publishing of that booklet has secured a better viewpoint of retail merchandising and has a better opportunity of measuring up to modern standards. Anyone anxious to develop as a salesman is bound to be influenced by this type of educational work. This company has made a science of retailing and that is why it continues to develop.

In a previous article, reference was made to the fact that the mail order houses are not getting much more than 2 per cent. of the business of the country. There is the other 98 per cent. left for local merchants, and if this percentage is not to be reduced every effort must be expended towards judicious buying, creative selling, proper advertising and having a definite knowledge of the progress of the business.

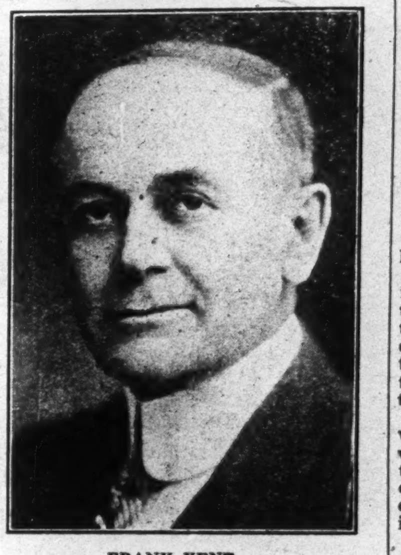
Make Canada in the Summer What Florida is in Winter

Some Practical Suggestions as to What Canada Can Learn From the World's Winter Riviera—Big Thing is to Back Publicity With Courtesy and Service

By FRANK KENT,
President, Seaman-Kent Co., Ltd.

Recognized large operators in Florida, who until a year or two ago talked largely in thousands, are now talking in millions, and in many cases hundreds of millions—the developments are simply on a stupendous scale. It must be seen to be even partially understood. Florida's climate is its chief asset, and where it has been attracting thousands in the past, hundreds of thousands will probably be attracted in the future.

Having lunch with one of the heads of Coral Gables development companies, he outlined a plan for 1926 which will involve an expenditure of $250,000,000. This gentleman is an Englishman, and says he positively believes in Florida's future—and the foregoing is only one of hundreds of other developments that will take many years to complete.



FRANK KENT.

Some Prices Inflated

Some real estate values, especially in Miami, I would say, are very much inflated. Just think of approximately 15,000 men now engaged in selling real estate alone in the City of Miami, using orchestras in their offices, steam portable organs, parading the streets. These high pressure methods and real estate froth will blow off, and I believe be rapidly replaced by manufacturing that can be made to succeed in Florida and permanent commerce that will come to stay.

How Canada is Interested

Now how is all of this going to interest Canada and Canadians? There are already too many Canadians permanently located in Florida. I stopped at the post office in Coral Gables to post some letters and talking with a friend happened to mention Toronto, and immediately two men stepped up and asked "Are you from Toronto?" I answered in the affirmative and they introduced themselves as from Toronto and said they had come to Florida because there was nothing doing in their line at home, and good Canadians are to be found all over the State, not on a holiday trip, but there to stay for the foregoing reasons.

I heard many references made to the unfortunate political situation now existing in Canada, and unless speedily remedied and Canada put on a sound political and economic basis, the damage will be irreparable.

I talked with a number of people on trains and in hotels about Canada, and particularly Ontario, as a summer resort, and met quite a number who have spent their summers in our Ontario lake region, and they expressed real delight with what they have seen of our beautiful fruit and agricultural country. In Ontario, through which they have motored, among other things they expressed surprise at our solid brick farm homes and splendid barns and general air of prosperity.

The weather, especially in Southern Florida, is too hot even for Southerners during the hot season, and nearly all tourists and pleasure seekers move north during the summer months.

Canada Calls in Summer

It is estimated approximately 300,000 tourists will visit Miami alone during the present winter, to say nothing of the thousands who will spend their winter in other parts of Florida. Here is a real gold mine for Canada if properly gone after with well-organized efforts.

Many of these tourists travel by motor car and our new highways are about ready for them. The Ontario Department of Highways has done splendid work along this line and American tourists express their surprise at our splendid highways, but some more highway construction work to be completed in 1926 means unpleasant detours. These detours, however, can, at small expense, be made less objectionable by spending a little money on the temporary roads, to grade, put on some gravel or even broken stone and keep down the dust by oiling. Being forced to make a detour in a blinding cloud of dust is most objectionable and can at small expense be overcome. The returns from the traffic will repay many times over.

Enlarge on the splendid work our publicity bureau has been doing and also advertising methods by making available a fund by private subscription and grants—sufficient funds to advertise Canada's lakes, rivers, fishing, atmosphere and other attractions as a real paradise during the months of June, July, August and September, and they cannot be beaten in the world.

Create an organization that will appeal to every town in the province with something to offer the tourists. Boards of trade, chambers of commerce and municipalities should and would respond financially, and with respective organizations that would bring splendid returns for every dollar expended and efforts on the part of every citizen to be on the lookout for and extend the genuine "gladhand" to every visitor who enters the country. Make every visitor return home impressed with the warm, courteous welcome extended by every Canadian they have met. Make them want to come again and bring their friends; create a Canadian Society or organization in Florida that will make every good Canadian in that State a booster for Canada; supply them with just as attractive literature as is now being used to attract good Canadian citizens to that State; advertise Canada in widely read American magazines and leading publications. Tell them about Canada's beauties.

Florida people say they will make their State the world's Winter Riviera, and they are doing it. Why not start a campaign to make Canada the summer—yes, even the world's Summer Riviera.

But we must start now, if we are to head the tourists in the direction of Canada for 1926. For every dollar we spend, we can ultimately get fifty or more in return.

Such a plan would attract not only the pleasure seeker, but would also advertise our great natural resources and industrial possibilities. Make such a movement Dominion wide and not only stop the movement of our people across the line and advertise not only to the greatest business nation, but also the greatest nation of pleasure seekers in the world, the wonderful attractions and possibiliies of the Dominion of Canada.

Twelve hundred Toronto citizens attended a meeting in the King Edward Hotel to hear a silver-tongued orator from Florida. They call him a man with the million dollar voice. We have just as eloquent young men in Canada whose voices could be used to attract millions did they only have the chance.

Canada has beautiful settings for colored pictures that could be made even more attractive than anything sent out by the Publicity Bureau in Florida, because Canada has the natural scenery to make all of this possible.

Personal

ALEXANDER ALEXANDROVITCH Yazikoff, the official agent in Canada of the Union of Soviet Socialist Republics, is leaving Montreal to assume the duties of consul-general for Great Britain in London.

As a result of Canada's participation in the Trade Treaty signed in July of 1922 between the Union of Soviet Socialist Republics and Great Britain, Mr. Yazikoff arrived with his staff early in 1924 and established himself at 212 Drummond St. At that time he got some publicity out of having his papers seized by the Dominion government on the suspicion of containing seditious literature.

The new Soviet consul-general for Great Britain is by education and training a civil engineer as well as an economist, having been educated in the St. Petersburg (now Leningrad) Institute of Technology. His education was interrupted by an exile, upon his return from which he graduated as an engineer of ways and means.

Mr. Yazikoff is well familiar with the customs, habits, and problems of the Near East, having followed his occupation of engineer-economist since graduation, first in various parts of Russia and then in Greece, Turkey, Palestine, Egypt, and for two years in Persia.

Since the revolution he has worked very closely with L. A. Krassin, the present Soviet ambassador in London. When the latter was made National Commissar of Foreign Trade, Mr. Yazikoff was appointed his assistant.

In 1921-22, Mr. Yazikoff, while occupying the position of economic advisor to the far-eastern republic, was delegated to the Washington disarmament conference in the capacity of the chairman of the far-eastern republic's trade delegation of the Union of the Soviet Socialistic Republics.

He returned to Montreal early in November of last year after a four months' visit to Moscow, consulting the authorities and acquainting himself with the economic and cultural progress of the country since his departure for Canada in 1923.

INVEST IN CANADA

Hamilton Herald: One of our bank presidents estimates that there is in Canada to-day $125,000,000 more money seeking investment than there was a year ago. What a stimulus would be given to Canadian industry—to the development of the country's natural resources, to the production of forest, mineral and agricultural wealth—if this money were to be spent in Canadian enterprises! But much of it, it is to be feared, will be drawn away from the country by foreign investment. Many millions of Canadian money have gone to the establishment of great industries and public-utility plants in South America and Cuba and Mexico—millions which, if expended in Canada, would have probably been as profitably invested and would have put the country further ahead industrially.

ORIENTALS RETIRE TO B. C.

VANCOUVER.—The British Columbia coast is becoming the mecca of retired residents of the Orient according to Captain G. Butland, veteran Yangtse River pilot, who has spent the past thirty-one years in China and who reached Vancouver recently on the Canadian Pacific SS. Empress of Australia.

Public Utility Securities

On account of the attractive interest yield, coupled with the general excellence of this type of security, Public Utility Bonds are increasing in favour with investors.

We have some very attractive offerings at prices to yield up to 6½%.

Write for particulars

Cochran, Hay & Co., Limited
INVESTMENT BANKERS
TORONTO
Dominion Bank Bldg.
KITCHENER 83 King St. West
LONDON 202 Dundas Building

Market Information on Listed or Unlisted Stocks Sent upon Request

J.L.Goad&Co.
LIMITED
Investment Bankers
Dominion Bank Building
Toronto
J. LAWRENCE GOAD
Member
Toronto Stock Exchange

How many motor cars in Saskatchewan?

OR HOW many 'bus lines in Ontario? Or how much will the average Quebecker have to spend in 1926? Or what is the bonded debt of Moose Jaw? Or how much life insurance is there in force in Canada?

Every day The Financial Post Survey 1926 is answering questions like these.

Let it answer yours.

$3 a copy. Or with The Financial Post for one year $6.50.

Investments for January

Since the first of December, well over $125,000,000 has been distributed in amounts both large and small throughout the Dominion. This aggregate is made up of funds received from maturing bonds and from interest and dividend payments. This is altogether apart from the increased disbursements on account of agricultural and other production in 1925. These latter disbursements are estimated at approximately $300,000,000 over 1924.

On account of the heavy distribution of funds at this period of the year and the volume of these funds seeking investment, there is always a brisk investment market in January. We particularly urge our clients to make selections as early as possible.

Copy of January List gladly forwarded on request.

A. E. AMES & CO.
LIMITED

Business Established 1889

53 KING STREET, W., . . TORONTO
TRANSPORTATION BLDG. MONTREAL
BELMONT HOUSE . . VICTORIA, B.C.
LONDON BLDG. - VANCOUVER, B.C.
11 WALL STREET - - - - NEW YORK
GRESHAM HOUSE, OLD BROAD STREET
LONDON, E.C.2, - - - - - - - ENG.

Investment Securities

Your Investments

Questions of general interest submitted by subscribers of The Financial Post will be answered in this column, in which case only initials will be used. Other inquiries will be answered by mail. A three-cent stamp should be enclosed to cover a direct reply.

Rouyn Gold

Ottawa Reader.—I note Rouyn Gold and Rouyn Quebec shares are selling pretty cheap on the market. Are they likely to come back in a year?

The outlook for Rouyn Gold and Rouyn Quebec is not too bright. These properties along with those of Ottawa Rouyn are being merged into Quebec Gold Belt on a share exchange basis. In the meantime little or nothing is being done on the properties and only actual operations can, we believe, do much to the value of the shares.

Bennett Mining Co.

Banker, Ontario.—Can you furnish information re Bennett Mining Co.? They are selling stock in this section of the province.

Bennett Mining Co. is developing under option the Labine property at Sesekinika, Ontario. These properties are very rich in surface values, and in the pre-war days were quite a sensation because of the fabulous values which were obtained from the telluride ores. The advent of the war held up negotiations on two or three deals which were being conducted with large mining operators and the property lay dormant until taken up by the Bennett Co. This company have erected substantial mining camp buildings and installed efficient power and mining equipment and are now in a position to push ahead an aggressive mining operation after expending about $50,000. The manager, James Houston, has a good record of efficiency and honesty among the mining people of the north. The treasury of the company is said to be in such shape as to insure continuous operation.

Clyde-Sissiboo Bonds

D. M., Boston.—Please give your opinion regarding Clyde-Sissiboo Pulp bonds. Are they a safe investment?

Holders of Clyde-Sissiboo pulp bonds were probably fortunate in the developments which occurred following the Becker and Co. failure. These bonds, which were for $500,000, were brought out in 1923 by the firm of Aemilius Jarvis and Co., which firm has since discontinued business. The offering was well received in Canada, and it is understood that the bonds are still closely held largely by the original owners.

The bonds were guaranteed by the Becker organization, and the output of the company was sold to them under contract of a period of twenty years. When the Becker crash came, it looked for a time as though Clyde-Sissiboo security holders might be facing a rather serious situation, but it was arranged to dispose of the output elsewhere on what was considered to be favorable terms. The control was then transferred to Edmund Lloyd, Limited, a well-known English concern. The Lloyd Company guaranteed payment of interest on the bonds as long as they held control and up to the present time the security-interest has been met without difficulty.

The last report of operation states that the plants of the company were working at capacity and were likely to continue doing so for some time to come inasmuch as the output was completely booked up by an English concern. There appears to be no market for the bonds at the moment, and it is some time since a transaction has been noted. Bondholders, however, may be assured that under the control of the Lloyd firm, business will be carried on satisfactorily, but, should the situation undergo further change, it is doubtful just what attitude the controlling company would take. Only the future can determine whether the contracts for the sale of the product will continue to work out as satisfactorily as they have done in the past.

Good and Bad Mines

Reader, Newfoundland.—I have shares of Wasapika, Rouyn Quebec, which are selling very low. What is your opinion of them? Are the following regarded as good speculations: Castle, Vipond, Teck-Hughes, Canadian Lorrain and Amulet?

Shares in Wasapika Gold Mines are of questionable value. There is very little trading in them, and at present there is not an operation of any size going on in Shining Tree. Wasapika shares represent a minority interest in a property now held, and for some time operated, by the Ribble Gold Mines. It may be that some day they will be worth some money, but for the present it looks as if that period is some time distant. Rouyn, Quebec, has better possibilities but at the moment is not doing anything. There is a merger plan on which ultimately may work out. The company's properties are fairly well located in Rouyn district.

The other shares which you ask about are regarded as good ones. The first three, Castle-Trethewey, Vipond, Teck-Hughes, are regarded as the next mines to pay dividends. Canadian Lorrain should, inside a year, enter the producing section, while Amulet is still a prospect, though a highly regarded one.

Colonial Investment

L. M., Ontario.—I have a small amount of Colonial Investment and Loan shares. I have received a circular from the company in which they speak of redeeming the preference shares. Would be glad if you would advise me what I should do about this stock.

The redemption of the preference shares of the Colonial Investment & Loan Co. is in accordance with the wishes of the shareholders, a plan having been adopted under by-laws 8 and 8A for calling substantial blocks of the stock. This process of redemption will now be continued if the shareholders are favorable to by-law 8B. The previous by-laws carried practically unanimously.

All redemptions are at par, as set forth in the by-law. On January 31, 1919, the outstanding capital stock was $2,455,000. November 1, 1920, this was reduced by $1,214,070, and Dec. 30, 1922, by $605,650, with some further redemptions amounting to $2,620. This leaves a total of $632,670 to be dealt with as provided under by-law 8B to be considered Dec. 4.

There does not seem to be anything for the shareholders to do here but fall in with the plan if it is carried, as seems a foregone conclusion.

Stanley Realty

Banker, Lindsay.—We have been requested by several of our customers to obtain for them reliable information on the Stanley Realty Corporation whose bonds amounting to $400,000 are sold by W. A. Mackenzie & Co. The Stanley Realty Corporation own Dominion Square Parking Garage, Montreal, and are about to erect a modern garage on the site of the Victoria Skating Rink.

The Stanley Realty Corporation, which will operate the Dominion Square Parking Garage on Stanley St., Montreal, will have the largest terminal garage in the Dominion. The increasing number of motor cars used, is increasing the congestion in the larger cities to such an extent that definite steps have to be taken, sooner or later, to take care of the traffic. The parking garage is the only practical solution yet offered. It is reasonable to suppose that these garages will be successful under careful management. The appraised value of the property securing the bonds in this instance is $670,000, which is less than 60 per cent. of the total value of the property. It is estimated that the net earnings of the company will be more than four times the amount required to pay annual interest charges.

The trust deed provides for the payment to a trustee of a sinking fund of $12,000 a year, the first annual payment being completed by the 1st of December, 1929, in addition to interest on bonds previously redeemed. The sinking fund according to present arrangements will redeem the entire issue by maturity. We feel, therefore, that under careful supervision this business should be a profitable one and the bonds should be a reasonably safe investment.

Alberta Pacific Consolidated

C. A. B., Toronto.—I have held shares in Alberta Pacific Consolidated Oil for some time and have not heard anything for a year or more. I am wondering if they are any good.

Alberta Pacific Consolidated Oil is a $5,000,000 merger which took in the holdings of the following old companies organized in the 1914 oil boom. The Alberta Pacific Oil Co., The Ottawa Petroleum Products, The Millarville Oils, The Commercial Oil & Gas, and the Acme Oil Co., or five old companies in all. To the $5,000,000 capital, $1,400,000 was issued in the acquisition of the old companies.

The principal, and most valuable leases held by the merger, are a series of 40-acres legal sub-divisions in Turner Valley, about 45 miles southeast of Calgary, namely: legal subdivisions 2, 4, 5, 7, 10, 11, 14, and 15 in section 20, township 19, range 2, west of the 5th meridian.

These parcels are directly astride the apex of the Turner Valley anticline, but well toward the southern end of the axis—in other words, while favorably situated with reference to the top of the structure, drilling will necessarily be deep to reach the Royalite sand, as the structure pitches downward to the south; the best geological advice fixes the estimated depth of the Royalite sand at this location at about 4,200 or 4,300 feet.

The Alberta Pacific Consolidated has sub-leased a number of these legal subdivisions to other companies which are in various stages of preparing to drill them as follows: Advance Oil Co., in deepening the old Acme well on legal subdivision 14 of the section named, has a well-built new derrick over the old well, which is 3,160 feet deep, has installed heavy duty standard cable drilling equipment capable of drilling 6,000 feet if necessary, cleaned out the old well and shut off water coming into it after much difficulty and are drilling.

Home Oil Co., procured a standard rotary drilling rig from the British Petroleum Co. in the Wainwright field, is drilling on legal subdivision 10, of the same section.

Dallas Oil Co. has installed a drilling rig, standard cable tool outfit, and is drilling on legal subdivision 11 of the same section.

All these subdivisions named, Nos. 14, 10 and 11, were procured from the Alberta Pacific Consolidated under various leasing arrangements including small royalties. Obviously, the potential value of the Alberta Pacific Consolidated stock depends entirely on the results achieved by the drilling companies. The entire affair is one of these regular oil gambles, which may turn out nothing if no oil is struck or the various companies fail to drill down to the Royalite oil sand which is the producing sand of the Turner Valley field; on the other hand, if one of them brings in a well anything comparative to the Royalite Co.'s No. 4, the adjacent holdings of the Alberta Pacific Consolidated will be worth an immense sum of money. The company also has holdings in Wainwright field. Present market for shares in Calgary is about five cents.

Funds Well Placed

Reader, Fort Frances,—I hold three $100 C.N.R. debenture bonds, 1930; $1,000 convertible C.N.R. debentures, 1930; 10 shares of Bell Telephone and $1,000 in Clyde and Sissiboo bonds. I have $5,000 life insurance and in no special need of money but wish to build up an estate. Would you hold or sell the above?

Your decision to hold C.N.R. debenture bonds until maturity is regarded as sound. The ultimate yield on the money invested will be large, and it is suggested that you do the same in regard to the C.N.R. income bonds. There is no reason to doubt the statement that the federal government will meet the bonds at maturity. Your Bell Telephone shares give you an excellent yield and if you are pressed for cash you can always get your money quickly, plus a substantial profit.

For some time at least it looks as if you will have no other option but to hold your Clyde and Sissiboo bond. At the present time there is no market for the bonds. Following the collapse of the Becker Co. of England, who guaranteed the bonds, the proposition was transferred to Edmund Lloyd, Limited, and this firm has guaranteed payment of interest in bonds as long as they hold control, and up to the present time maturities have been met without difficulty. The last report was that the plant of the company had been working to capacity and was likely to continue to do so for some time to come, inasmuch as their output was completely booked up. So long as this condition continues to exist, bond holders may feel assured that all is well. Since this is the situation until further reversal, it is doubtful just what attitude the controlling company will take. The whole outlook for the bond holders seems to centre around this point, and the only factor to determine is whether the contract sale of the product will continue to work out as satisfactorily as in the past.

Investors Should be on Guard Against Alluring Propositions

J. E. T., Saskatoon.—Would you kindly give your idea as to an investment in the French Creek Development Company. A Vancouver house offers guaranteed first mortgage bonds, 8 per cent., with a bonus of 75 per cent. common stock, and talks of a 500 per cent. dividend as a "stern reality" and "not a pipe dream," while "your invested capital with interest is absolutely protected." The prospectus reads in part:

We wish to draw your particular attention to a few outstanding points respecting

FRENCH CREEK DEVELOPMENT COMPANY, LIMITED

Guaranteed First Mortgage Bonds—Bearing 8% interest per annum.

First: Your invested capital is positively protected by a "100% guarantee," backed by Dominion of Canada bonds and insurance.

YOU CANNOT POSSIBLY LOSE

Second: The 8% interest is guaranteed by first mortgage on the sawmill, hydraulic plant, equipment, etc., as now on the property, and valued at $125,000. Also first mortgage on the "Remillard Placer Gold Claims"—which can be readily sold for $500,000 on a royalty basis. Also, first call on the profit earnings of the company.

Your Invested Capital With Interest is Absolutely Protected

Third: The bonus of 75% in fully paid non-assessable common voting stock enables you to participate in the exceptional profit winnings — conservatively estimated at 500% per year—which are certain to create a ready market for this stock on the "stock exchange" at figures greatly exceeding its par-value.

This stock is a bonus to you.

You Have Everything to Gain and Nothing to Lose

The prospectus which has been issued respecting the guaranteed first mortgage bonds of the French Creek Development Company, Ltd., may easily prove misleading to investors who do not carefully study the proposition as definitely laid down. You will note that in the first place invested capital is protected by bonds and insurance which it is proposed to deposit with a trust company to take care of the face value of the bonds at maturity. But this arrangement does not apply to the 8 per cent. interest. Over a period of say twenty years, the interest will be found to amount to a much larger sum than the principal.

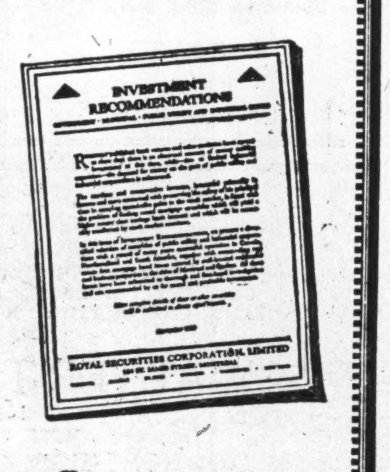
On the face of this the plan is to sell the bonds at par value and to use a portion of the money to establish a trust bond which, with interest, will be sufficient to retire the bonds at their face value when due. The other portion of the capital raised will evidently be used for the purposes of the company and the bond holders will be dependent on the success of this venture for their interest. Any value in the common stock offered as a bonus will of course also be dependent on the success of the venture.

Any reference to the trust company with which the company has relations, made in its prospectus can only refer to the trust fund. The assets of the trust company mentioned have no other bearing on the proposition. The trust company is merely employed to accept certain funds and to return them with interest at a stated time for a stipulated purpose. The acceptance of this responsibility by the trust company, however, reasonably insures the carrying out of the agreement in so far as the return of the principal is concerned.

You will appreciate that under the circumstances references to 500 per cent. in dividends can only be regarded as lurid advertising of an extremely speculative proposition. Any investor should understand that where there is any prospect of such dividends, he is taking chances. In this case he may not be gambling with his principal investment but he is, we believe, certainly gambling with the interest on that investment over the term of the bond.

"Investment Recommendations"

This monthly publication gives concise information on a selected list of high-grade Bonds and Preferred Shares, which will guide you in investing for safety and satisfactory income.



INVESTMENT RECOMMENDATIONS
ROYAL SECURITIES CORPORATION LIMITED

A copy will be sent you on request. Address—

Royal Securities Corporation
LIMITED
330 Bay Street, Toronto
Montreal Halifax St. John Winnipeg Vancouver New York

POST-Scripts

THE St. Petersburgh, Florida, Independent gave away an entire issue recently, printing an extra large edition for distribution throughout the city to all who wished copies. The reason for the seeming philanthropy was that the sun had not shone in St. Petersburgh on that day up to the time of going to press at 3:00 p.m.

For 15 years the paper has made a practice of giving away its editions on those days on which the sun has not been visible, as a means both of advertising the paper and boosting the climate of the city. During the 15 years, free distribution has taken place only 83 times, an average of less than six a year.

FEW "letters to the editor" will be generally endorsed as the following common sense communication appearing in the Toronto Mail and Empire:

JAIL INMATES AND TURKEY DINNER

To the Editor of The Mail and Empire:

Sir,—Your paper carried a despatch the other day from a city in Ontario, which stated that in that city the inmates of the jail had been given a full course turkey dinner at Christmas. It is not likely that anyone was harmed by the giving of this dinner to these people, but it is another evidence of the lack of a proper sense of proportion which obtains among people to-day. There were in Ontario on Christmas Day thousands of men who could not afford to provide turkey for the Christmas dinner of their family. I do not mean the unfortunates who were willing or were forced to accept their dinner from a publicly collected fund, but those of the self-supporting self-respecting poor who, by the payment of taxes on their little homes or the payment of rent which pays the taxes, are supporting these men in jail. The inmates of a jail are, generally speaking, either useless or dangerous members of society, and to maintain them beyond their needs, and above the standard of some who contribute toward their support is not necessary.

I see no reason why we should boast that our penal institutions are of a higher standard of comfort than the average hotel.

Yours, etc.,
WM. O'CONNOR.

RECENTLY, one of the Besco ships, the Turret Court, while on her way to the head of the lakes with a cargo of steel products, ran aground at the lower end of Lake St. Louis just after leaving the Lachine Canal. The grounding was caused by an accident to the steering gear which failed to function just where the current begins to run strongly above the Lachine Rapids. The imagination of the Montreal Star was roused—that is its poetic imagination for none ever doubted its ability along these lines—and the following lines duly appeared, featured on the front page of that sheet:

It was the steamer Turret Court
 That sailed the inland Seas,
And the skipper had shipped a load of coal,
 That was his company's.
Black was the coal as the ace of spades,
 Its dust like the dark of night,
And she lay so low in the water that
 Her scuttles were out of sight.
The skipper stood beside the helm
 His heart was in his mouth
For he watched how the veering flow did blow
 That old spar buoy about.
Then up and spake an old sailor
 Had sailed St. Lawrence Main,
"Something tells me there's something wrong
 "Cause we're too darn near Lachine."
Well, she struck where the white and fleecy waves
 Looked soft as carded fluff,
The bloomin' buoy had shifted and left her
 High and dry in the rough.
Such was the wreck of the Turret Court
 On a Lake St. Louis shoal
And to-day they're working to get her off
 By unloading the coal.

Greenshields & Co.
Established 1910

A complete investment service

17 St. John St., Montreal
also Mount Royal Hotel Building
TORONTO 14 King Street E.
OTTAWA 46 Elgin Street

January Investment

Our January List offers a wide choice of good investments, including attractive Government, Municipal, Public Utility and Corporation bonds.

This List should assist investors. Copy gladly forwarded upon request.

36 King Street West, Toronto.
Telephone: Elgin 4321

Wood, Gundy & Company
Limited

McDougall & Cowans

Members of the Montreal Stock Exchange

130 St. James Street

STOCK BROKERS

HALIFAX ST. JOHN, N.B. QUEBEC
OTTAWA TORONTO WINNIPEG

MONTREAL

Direct Private Wire to all Branches and New York

Let Your Money Earn You More

I offer in blocks of from 5 to 50 an 8 per cent. preference share in one of the best known and most successful companies in Canada — older than Confederation—with which a bonus of common shares accompany. The 8 per cent. dividend is paid 2 per cent. quarterly, and the common shares are, since reorganization, on an earning basis of approximately $2 each.

Many shrewd investors have converted bank shares, municipal, railway and government bonds and other less yielding securities for this, which combines absolute safety and security with high returns and continuity in growth of values.

This security is not available through brokers, the policy of the Company being to create greater value in good-will through small shareholders on co-operative ownership plan. Exceptionally strong directorate and management insures continuous development in the business whose products are as staple as any line on the market.

The 8 per cent. preferred shares are offering at par $100 and carry a bonus of no par value common. Terms cash or 30 per cent. cash—balance within 9 months. Particulars without obligating you from

Box 4, Financial Post, Toronto

Are Your Investments
Diversified From
Every Standpoint?

While many investors do not overlook the important factor of diversification, few carry it far enough.

To obtain the highest degree of security in your investing it is essential to plan a threefold diversification—by class of security, by territory and by maturity, so that no one event in any phase of the economic fabric of any one country, at any one time, can possibly affect more than a small proportion of your income and capital.

The following list of high-grade bonds selected from our current recommendations is typical of the widely diversified range of securities that a world-wide connection enables us to offer at all times:—

	Rate %	Maturity	Approximate Yield
GOVERNMENT			
Dominion of Canada	4½-5-5½	1927-54	4.52 to 4.93%
*†United Kingdom of Great Britain and Ireland (External)	5½	1937	4.85%
*†Government of the Argentine Nation. (External)	6	1959	6.27%
*†Kingdom of Norway (External)	5½	1965	5.72%
*†Imperial Japanese Government (External)	6½	1954	7.10%
MUNICIPAL			
†City of Montreal	5	1943	4.92%
City of Toronto	5	1945	4.92%
*†City of Copenhagen (External)	5½	1944	5.60%
RAILROAD			
Canadian Pacific Railway	5	1934	5.00%
Canadian National Railways (Guaranteed by the Dominion of Canada)	5	1954	4.92%
*†Baltimore and Ohio Railroad	6	1995	5.68%
PUBLIC UTILITY			
†Duke-Price Power Company	6	1949	5.80%
†Bell Telephone Company	5	1955	5.01%
†Pacific Gas and Electric Company	5	1955	5.23%
INDUSTRIAL			
Maple Leaf Milling Company	6½	1943	6.00%
†Abitibi Power and Paper Company	6	1940	5.90%
†U. S. Rubber Company	6½	1937	6.25%
†A. E. G. (General Electric Company of Germany (External)	7	1945	7.48%

*—Listed on the New York Stock Exchange. †—Principal and interest payable in New York.

Full particulars of any issue and a copy of the January number of our monthly booklet "Investment Securities", which contains a more complete list of our recommendations, will be mailed upon request.

Write our office nearest you.

The National City Company
Limited
Head Office—St. James & St. Peter Streets—Montreal
10 King Street East TORONTO
204 Union Bank Building OTTAWA
71 St. Peter Street QUEBEC

Advisory Board
Sir Charles B. Gordon, G.B.E., *Chairman*
Hon. Sir Lomer Gouin, K.C.M.G.
F. E. Meredith, K.C.
Edson L. Pease
Sir John Aird
Charles R. Hosmer
Fred W. Molson
W. N. Tilley, K.C.
A. J. Brown, K.C.
Wilmot L. Matthews
Lt.-Col. Herbert Molson, C.M.G., M.C.
Hon. J. M. Wilson

News of the Investment Market

FIRST MORTGAGE BONDS OF ASBESTOS CORPORATION SOLD

First Offering of Securities of New Consolidation of Asbestos Operators

From Our Own Correspondent.

MONTREAL.—The Dominion Securities Corporation are offering $1,300,000 first and refunding mortgage, fifteen-year, 6 per cent. bonds of the Asbestos Corporation. This issue constitutes the senior security of the new consolidation of asbestos companies; the total amount authorized and to be issued is $3,000,000. Of this amount, $1,699,200 still remains in the company's treasury and will be given to the bondholders of the old Asbestos Corporation in exchange for their bonds of a like amount which are outstanding at present.

The capitalization of the new merger company is as follows:

	Authorized	Presently Issued not to Exceed
% First and Refunding Mortgage, 15-yr. bonds	$3,000,000	$3,000,000
6% Gen. Mortgage 30-yr. bonds	10,000,000	4,800,000
7% Pfd. Stock (incl. 3 management shares)	12,000,000	7,500,000
	shares	shares
Com. stock—No par val.	200,000	200,000

The properties consist of approximately 30,000 acres, leased or owned outright, of asbestos bearing land, estimated to be sufficient to maintain the present output for at least 100 years. The company is amply equipped with milling capacity to take care of the present demand for asbestos.

The Purpose of the Bonds

The present issue is made for general purposes of the company, but in part will be used to refund the purchase of one of the companies which is now a component of the consolidation.

The average gross earnings of the Asbestos Corporation of Canada, over the past eight years—and this is but one of the component companies—amount to over six and a half times the $180,000 interest requirements of the issue. The net earnings available for bond interest during the past eight years of this one company alone have averaged over five times the amount of interest required for these bonds. By the closing of unprofitable mills and mines and diverting all the business to the low cost producers, it is felt that the earnings of the new consolidation will be considerably better than the total earnings of its components in the past.

The issue is secured by a mortgage on all the fixed assets, present and future, and a floating charge on the current assets of the company. The assets, including asbestos deposits, properties and mills, will be shown in the balance sheet at a value in excess of $20,000,000. The company's net working capital will not be less than $2,500,000.

The trust deed provides for a cumulative sinking fund of not less than 3 per cent. per annum, the first payment to be made in 1928. It is estimated that this fund will retire over 63 per cent. of the issue at maturity.

The bonds are offered at par and carry with each $1,000 bond a warrant entitling the holder to purchase five shares of no par value common stock of the company at $25 a share; the rights represented by these warrants must be exercised before January 1, 1931.

Many Reasons For Confidence As New Year is Begun

A review of 1925 gives reason to believe that 1926 commences under favorable auspices, says a circular of Wood, Gundy & Co. The past year has been one of economy, new government and municipal bond issues having totalled only $335,000,000, as compared with $470,000,000 in 1924. In 1925 only $115,000,000 was for new expenditures, the remaining $220,000,000 for refunding, principally the refunding of short term loans issued at a period when money rates were high. The most important refunding was the $42,000,000 of 1915 war loan bonds which matured December 1. The original issue carried 5 per cent. interest coupons and was tax free, the refunding loan carries only 4½ per cent. coupons and is taxable.

Important industrial progress was also made during 1925. Numerous water powers were developed, resulting in the establishment of new industries. The pulp and paper industry has strengthened and Canada is on the eve of becoming the world's largest producer, Canadian production during the first eleven months of 1925 having totalled 1,883,000 tons, as compared with 1,388,000 tons in the United States.

Improved buying power in Europe has resulted in increased demand for Canadian wheat, and the abnormally large crop, estimated at 422,327,000 bushels, is finding a good market, thereby bringing to Western Canada an improvement in general conditions which should also be beneficial to the East.

On the whole, business has followed an even course and has not experienced serious fluctuations in commodity prices, in interest rates, or in exchange rates with the principal trading countries.

Building Products Takes Control of Companies

Building Products, Ltd., a Dominion company, has taken over the securities of the following: Ruberoid Felt Mfg. Co. paper mill at Portneuf, Que., daily capacity of over 15 tons of sheathing papers and pulp board for the manufacture of wallboard.

2. Felt mill of Bird & Son, Pont Rouge, Que.; capacity 30 tons of rag felt per day.

3. Roofing factories and wallboard plant of the Ruberiod Co., Highlands, Montreal, Que.

4. The roofing and asphalt shingle plant of Bird & Son, Hamilton, Ont.

Ruberoid Co. is, therefore, a division of the new Building Products, whose head office is at Ottawa, and Ruberoid Co. will continue to function as heretofore, manufacturing its own line of products. There will be no change in management.

Building Products, Limited, was organized for the purpose of effecting economies which result from the purchase of raw materials in maximum quantities and centralization of the engineering research.

Two Houses Announce Changes in Personnel

From Our Own Correspondent.

MONTREAL.—Several changes in the personnel of both Nesbitt, Thomson & Co. and the Royal Securities Corporation have been announced and took effect on January 1.

The Nesbitt, Thomson & Co. changes are as follows: H. C. Flood, who has been sales manager, has been appointed vice-president. M. A. Thomson, who has been supervising the Ontario business, has been appointed sales manager in Montreal. A. H. Smith, of Ottawa, and A. Harrison Gilmour, of Winnipeg, have been taken into the business.

Changes in the Royal Securities organization include the appointment of S. M. C. Beck, as assistant sales manager in charge of Quebec Province and Ottawa city. J. C. MacKeen, formerly the firm's representative at Charlottetown, P.E.I., to be manager of the Halifax office. W. B. Milner, formerly in charge of the Halifax office, takes over the Toronto branch. H. Braff, who was the representative in Quebec city, will be the manager of the newly organized Quebec office. E. J. Hallett, formerly of Halifax office, is transferred to the Montreal office.

BRING OUT THE FLIN FLON ORE

Teams with 50 tons of Flin Flon copper zinc ores have arrived at The Pas in Northern Manitoba. It is being shipped to Denver for metallurgical tests and the 40 teams have gone back for a second 50 tons.

MOUNT ROYAL DEAL TO BE CONSIDERED

Requires Approval by at Least 75 Per Cent. of Preferred Shareholders

From Our Own Correspondent.

MONTREAL.— The shareholders of the Mount Royal Hotel Company have received a notice calling a general meeting to sanction the capital re-construction scheme which was exclusively announced in The Financial Post three weeks ago. Briefly, the plan calls for the issue of long-term general mortgage bonds and income bonds to be given to the holders of the present outstanding preferred stock and convertible debentures.

At the present time over 50 per cent. of the common shareholders have signified their approval of the plan, but it is stipulated that it cannot become effective until it receives the approval of 75 per cent. of the preferred stock and debenture holders. In the exchange of securities, for each preference share or for each $100 par value convertible debenture surrendered, the holders will receive $60 in par value new general mortgage bonds to be issued by the company. The interest on these bonds up to maturity is guaranteed by the United Hotels Company of America. They will receive in addition $48 in new income sinking fund bonds and $2 in cash.

To Pay Off Notes Also

The new general mortgage bonds will mature in 30 years, whilst the income bonds will mature in 40 years. Both bear interest at 6 per cent.; in the latter issue, interest is payable out of profits if earned and after a payment of one per cent. has been provided for sinking fund.

Furthermore, it is planned to sell sufficient of the general mortgage bonds to pay off the company's present 7 per cent serial notes of which there are $355,000 outstanding. Under the plan the common shares are to be reduced from a par value of $100 to $10 each. The by-law to be voted on at the special meeting provides for the authorization of $4,550,000 of new general mortgage bonds and $3,300,000 of income bonds as well as for the foregoing exchange of securities and the reduction of the par value of the common stock.

The rearrangement of capitalization as proposed, is meeting with some opposition. The investment banking firm of W. A. Mackenzie and Co., Toronto, who underwrote and disposed of the preferred stock, have addressed a letter to stockholders, in which they claim the proposed changes, if carried out, would work to the disadvantage of holders of the preferred stock.

Great Northern Power Bondholders Have Plan

From Our Own Correspondent.

MONTREAL.—On January 14, tenders have been called for the judicial sale of the Great Northern Power Company's assets; as the company failed some months ago to meet its bond interest, this step became necessary to protect the interests of the bondholders. Should no bid be received for the property sufficient to satisfy the claims of the bondholders, arrangements have been made whereby a new company is to be formed and bondholders will then turn in their bonds in exchange for new securities.

In the meantime a bondholders meeting has been called for February 9, at which the bondholders will be asked to ratify a plan of re-organization, subject, of course, to there being no sale of the property on January 14.

The Great Northern Power Co. has outstanding $850,000 in 7 per cent. bonds. The re-organization plan provides for the acceptance by the bondholders of $29,500 in cash; $926,500 first mortgage, 6 per cent., 20 year bonds and 4,250 shares of common stock in a new company which is to be formed. It has not been revealed who is making this offer to the bondholders.

Northern Ontario Light Sells New Bond Issue

The issue of $5,250,0000 Northern Ontario Light and Power 6 per cent. sinking fund gold bonds announced in a recent issue of The Financial Post as being issued for exchange to the old bondholders, is now being offered to the public by Bonright & Co., Inc., and W. C. Langley & Co. The bonds are due January 1, 1946, and are issued to provide funds for the redemption of the company's issue of $5,006,500 first mortgage bonds due April, 1931, which are to be called as of July 1, 1926. The new issue will be secured by a first mortgage on all the real estate, plants, machinery, fixed equipment, franchise and leaseholds of the company, the depreciated replacement value of which, exclusive of water rights, is stated by consulting engineers to be in excess of twice the amount of the bonds of the present issue.

The operations of the Northern Ontario Light and Power Co., have been very satisfactory. Net earnings for the twelve months ending Nov. 30, after operating expenses, maintenance and taxes, were in excess of 2¾ times annual interest charges on these bonds. The bonds now outstanding have been added to at different times and the amount at the end of last year was $6,869,500 of which $1,863,000 had been deposited with trustee for sinking fund and cancelled. The sinking fund calls for an annual payment to the trustee of an amount equal to 2½ per cent. of the par value of the bonds issued to date.

The new bonds are being sold at 100 and accrued interest, to yield 6 per cent.

HOUSMAN AND GWATHMEY CONSOLIDATE

A. A. Housman and Gwathmey & Co., are consolidating under the firm name of A. A. Housman-Gwathmey. While A. A. Housman & Co's. business dates back to 1884. Gwathmey & Co., have been connected with the cotton trade for over a century. The latter firm also maintains a membership upon the New York Stock Exchange. Edward A. Pierce is the managing partner for A. A. Housman & Co., and A. B. Gwathmey, Jr., William Mitchell, E. E. Barlett Jr., and Edward C. Cone, present members of Gwathmey, will become general partners in the consolidated company.

The consolidation represents the linking of a firm with extensive ramifications in the south and the continent wide organization of Housman & Co.

FOREIGN SECURITIES
We are active in all foreign issues.
Ask for quotations.
Have your name placed on our mailing list.
EUROPEAN DEBENTURE CORPORATION, LTD.
120 St. James Street, Montreal

WILLIAMS, PARTRIDGE & HODGSON LIMITED
Investment Bankers
171 St. James St. MONTREAL

ROSS, JOHNSON, LIMITED
Bonds, Stocks, Insurance and Real Estate
Specialising in B.C. mining issues
Vancouver, B.C. Rogers Bldg. Victoria, B.C. New York 47 Broadway

DOMINION OF CANADA
4½% Bonds
Dated Sept. 1st, 1925
Due Sept. 1st, 1940.
PRICE: 97.25 and Accrued Interest, yielding over 4.75 per cent.
Campbell, Thompson & Co.
Investment Bankers
293 Bay Street. TORONTO

B. H. PORTEOUS
& Company
Stock and Bond Brokers
Members
Montreal Stock Exchange
17 St. John Street
Montreal, Que.

GOVERNMENT & MUNICIPAL BONDS
LISTED STOCKS
BOUGHT, SOLD, EXCHANGED AND QUOTED.
For Prompt Service
Write, or Telephone Elgin 5148.
THE
TORONTO BOND EXCHANGE
LIMITED
SUCCESSORS TO
G. A. STIMSON & CO.
LIMITED EST. 1883
The Oldest Bond House in Canada
300 BAY STREET - TORONTO

GOVERNMENT
and
MUNICIPAL
BONDS
W. L. McKINNON & Co
GOVERNMENT AND MUNICIPAL BONDS
McKinnon Bldg. TORONTO

McDonagh Somers & Co.
Government
and
Municipal Bonds
Dominion Bank Building
TORONTO
Canada

A Four Year Mortgage to yield 6.50%
WAYAGAMACK PULP & PAPER CO., Ltd.
6½% Bonds, due 1930
Net Assets of $9,971,032 to secure issue of $1,500,000.
Earnings for past 7 years average over 6 times interest requirements of this issue.
Descriptive circular on request.
Matthews & Company Limited,
Bond Dealers,
255 Bay Street, Toronto

The Investor—
Published monthly and sent gratis to interested inquirers by
McLEOD, YOUNG WEIR & Co.
Limited
Metropolitan Building,
TORONTO
MONTREAL OTTAWA
HAMILTON LONDON

LOUGHEED & TAYLOR
LIMITED
BONDS-INSURANCE-ESTATES
APPRAISALS & FARM LANDS
CALGARY.
ALBERTA.

We Want to Buy
AVON RIVER POWER COMPANY
6½% BONDS
Due July 1st, 1953
Price on Application
JOHNSTON AND WARD
Canada Trust Bldg.,
14 King St. East, Toronto
Members { Montreal Stock Exchange / Toronto Stock Exchange

VERSAILLES-VIDRICAIRE-BOULAIS
LIMITED.
Investment Bankers
MONTREAL QUEBEC OTTAWA
Quebec Municipals and Industrials a Specialty

MURRAY & COMPANY
Specializing in
Government
Municipal
and
Corporation
Bonds
METROPOLITAN BLDG.
ADELAIDE 6077-78 TORONTO

We own and offer
Milton Brick Ltd.,
6½%
First (Closed) Mortgage Sinking Fund Gold Bonds
Due
April 1st, 1935
April 1st, 1940
Interest payable half-yearly. April 1st and October 1st.
Price on Application.
BROWNING, HARRIS, DENMAN
LONDON & CO., LTD. BELLEVILLE
31 Main St. E., HAMILTON, ONT.
Phones, Regent 6853-6854.
Private line to Toronto, Adel. 8865.

WE WISH TO ANNOUNCE THE FORMATION OF A COMPANY TO DEAL IN GOVERNMENT, MUNICIPAL AND CORPORATION BONDS, UNDER THE FIRM NAME OF
WALTER T. SMITH & CO.
LIMITED
WITH OFFICES AT
604 NORTHERN ONTARIO BUILDING
TORONTO
ADELAIDE 3112-3

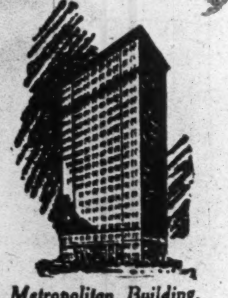
WALTER T. SMITH
ALEX. E. SCOTT.

We own and offer

Amount	Security	Rate	Due	Price	Yield
$50,000	Province of Ontario.....	5½	1942	106.87	4.90
41,815.69	Town of Weston	5½	1926-45		5.05
25,000	City of Edmonton	5½	1945	101.00	5.42
25,000	Northern Canada Power Limited	6	1945	101.00	5.92

Fully descriptive circulars will be sent upon request.

Gairdner & Company, Limited
312 Bay Street, Toronto 2 Telephone: Elgin 2301



Metropolitan Building, Toronto, New Home of McLeod, Young, Weir & Co., Limited.

A New Home
for the
New Year

Clients and friends in Toronto are cordially invited to come and see us in our new home in the Metropolitan Building, at the corner of Adelaide and Victoria Streets. And we venture to hope that clients and friends living out of town will do us the honor of a call upon their first visit to the city.

As in the past, the rendering of the most efficient service to investors will be our steadfast aim.

Telephone number unchanged—Adelaide 4836

McLEOD, YOUNG, WEIR & Co
Limited
METROPOLITAN BUILDING,
TORONTO
Montreal Ottawa Hamilton London

BECK'S PROMISES DISAPPOINTING TO GUELPH PEOPLE

(Continued from page 1)

one link weakened and that Guelph would betray the Hydro by any such arrangement with the alleged enemy. Much more to this effect was heard and at the same time the C.P.R. was out-promised at every point. The promises were very vague but they were alluring and they served. The people voted for the Hydro arrangement.

In the years which have ensued Guelphites have experienced bitter realities. The road has been improved but with their own money. Deficits and not dividends have been the yearly portion. The outside connections have never materialized. Finally, disappointment has become so acute that the taxpayers have decided in favor of operating their own system.

The vote the other day favoring a discontinuance of Hydro operation was recorded in the face of opposition from local Hydro supporters. They declared that it was but the first step towards a new deal with the C.P.R. Perhaps that was one reason why so many voted as they did. However, it is doubtful if the C.P.R. is interested, or if it can again be interested, in the Guelph system. At the time of the previous negotiations the company took the stand that it was entirely up to the city to decide on a straight-forward proposition without strings of any kind. It is very doubtful if the company would again risk being charged with conniving against the Hydro and public ownership. In any event it seems safe to predict that if there is a new proposal it will be at the instance of the city rather than of the company.

If an arrangement cannot be made with the C.P.R.—and the outlook cannot now be regarded as bright in that direction, especially with the developments in motor transportation—it is believed by some of the city's leading business men that it would be a wise course to scrap the system at once, despite the immediate capital loss entailed, and leave the local street service to jitney and motor bus operators. This would at least dispose of the problem of taking care of operating deficits.

B.C. Lumber Marketed Below Production Cost

VANCOUVER. — Drastic revision of the sales policy of B. C. lumber industry is necessary. Mills are selling lumber below cost. There is a good demand, yet the lumbermen have allowed a buyers' market to continue to dominate.

"Unless I am utterly unable to comprehend a simple proposition in merchandising, the lumber manufacturers can take the fixing of prices out of the hands of the buyers by the simple expedient of requiring their sales managers to quit being bluffed, bullied, persuaded or cajoled, into accepting orders at prices dictated by buyers," said J. O. Cameron, leading lumberman of the province. "The salesmen should refuse to be moved by the 'bunk' story that another mill is anxious to get the business at a lower price.

"There are two sensible courses for manufacturers to pursue when there are no orders to be had at fair prices: First, close down the mill; or second, if manufacturing conditions are good, accumulate stock to be ready to make prompt shipments when the profitable orders come, as they will as certainly as day follows night."

UNLISTED BONDS
(Montreal Stock Exchange)

	Bid	Asked
Abitibi 6% 1940	100¼	101
Alabama 5% 1962	118½	..
Algoma Steel 5% 1962	29	30
Belding 5% 1936	85	..
Belgo Can. Paper 6% 1943	100½	101¼
Brand-Henderson 5% 1939	90	..
Burns, P. & Co. 6½% 1943	102⅛	103⅜
Can. National Rly. 5% 1954	100⅜	101⅛
Calgary Brewing 5% 1942	83½	..
Can. Steamship Lines 7% 1942	100¼	102
Can. Pacific Rly. 5% 1934	99⅜	99⅞
Can. Pacific Rly. 4½% 1944	92⅞	93⅜
Can. Steel Foundries 6% 1936	100	..
Dom. Iron 5% 1939	..	64
Dom. Textile 6% 1949	105⅛	..
East Koot. Power 7% 1942	102½	..
Frontenac Brewing 6% 1951	95	..
H. Smith Paper 7% 1941	97	97¾
Laurentide Power 5% 1946	99¼	100
Laurentian Power 6% 1936	99¾	..
Maple Leaf Milling 6½% 1943	..	..
Man. Power 7% 1941	103¼	104
Mattagami 7% 1949	35	..
Montreal Steel Works 6% 1940	100	..
Prov. of Ontario 5% 1948	100⅜	101¼
Nor. Ont. Power 6% 1931	..	..
Ontario Pulp 6% 1931	107	..
Price Bros 6% 1943	101¼	101⅞
Quebec Power 6% 1953	102¼	103¼
Walmsley, Chas. 6% 1943	96	97¼
Winnipeg Elec. 6% 1954	96½	97
Sherbrooke Rly. 5% 1940	77⅜	..
St. Law. Sugar 6% 1932	92	..
St. Maur. Power 6½% 1953	108¼	109

BOND MOVEMENTS OF THE WEEK
WEEK ENDING JANUARY 5

Bonds	Int. Rate	Due Year	Yield	Range 1924 High	Range 1924 Low	Range 1925 High	Range 1925 Low	Latest Price Ask	Latest Price Bid	Latest Price High	Latest Price Low
Asbestos..........	5	1942	5.77	83	73	99	80¼	—	94	92	—
Can. Bread........	6	1941	5.50	102½	99	105	102	—	105	105	—
Can. Canners......	6	1950	6.45	—	—	96¼	90	94½	94¼	94½	94
Can. Cement.......	6	1929	5.09	103½	100	103¼	100	—	103	103	—
Cedar Rapids......	5	1953	5.06	99¾	95	99⅜	97	—	99¼	99	—
Dom. Canners......	6	1940	5.79	98	97¼	101½	99½	—	101½	102	—
Mont. T. A........	5	1955	5.46	95	91	98¾	92¾	93½	93	93	92½
Penmans...........	5	1926	6.07	99⅜	95	99	98	—	99	99⅛	—
Que. Rly..........	5	1939	5.83	91	80	98	89¾	92¾	92½	92¾	—
Riordon...........	6	1929	5.72	91½	73	100½	93½	101	100½	100¾	—
Wayagamack........	6	1951	6.61	86	74	98¾	84¼	—	92	92½	92
War Loan..........	5	1931	4.54	102.45	101.60	102.65	101.00	102.25	102.15	102.05	101.80
Do.	5	1937	4.53	103.85	102.60	104.95	103.80	104.30	104.20	104.35	103.85
Victory Loan......	5½	1927	3.94	103.05	102.05	103.15	101.70	102.20	102.10	102.25	102.00
Do.	5½	1933	4.42	106.70	104.15	107.00	105.10	105.95	105.85	106.00	105.55
Do.	5½	1934	4.89	104.70	102.85	104.80	103.20	104.05	103.95	104.10	103.85
Do.	5½	1931	4.45	108.90	106.15	110.00	108.15	108.90	108.80	109.00	108.60
Do. Refund...	5	1928	4.60	100.85	99.50	101.45	100.15	100.85	100.65	100.90	—
Do. "	4½	1940	4.84	—	—	97.25	92.20	96.30	96.20	96.50	96.30
Do. "	5	1943	4.95	102.85	99.00	102.90	101.15	101.60	101.50	101.70	101.55
Do. "	4½	1944	4.82	97.15	97.00	97.75	96.20	96.80	96.70	96.90	96.40
Do. Renewal...	5½	1927	4.45	102.70	101.10	102.95	100.80	—	101.35	101.50	101.40
Do. "	5½	1932	4.91	103.90	102.10	104.20	102.65	103.25	103.15	103.15	102.90

Municipal and Provincial Finance

IRRIGATION PLAN RECLAIMS RICH AREA IN ALBERTA

Provincial Government Successful in Fathering Project at Small Cost

The parched and drouth-ridden area surrounding Lethbridge in Southern Alberta has demonstrated the possibility of irrigation farming to a very striking degree. The section that was once declared to be utterly useless to man or beast is disproving the findings of the well-known English explorer of last century, and is yielding rich returns to those farmers who have settled upon it. Although on a relatively small scale financially, as yet, the Lethbridge Northern project, which has the assistance of the provincial government, promises to reclaim a valuable portion of the province.

Every year a budget is prepared to cover water service and capital charges in connection with the supplying of water to a large farming area. The water service for 1925 was budgeted at $125,000, and the capital charges at $400,000, a total of $525,000. On a basis of 100,000 irrigable acres, the rate of assessment for 1925 was $5.25 per acre. Under a colonization scheme part of the farmer's assessment is carried by the government for a period. The system now operated includes 600 miles of canal of various sizes, carrying water from one to seven feet deep. The system represents a construction cost of $5,500,000. There are 110 miles of telephone wires connecting all parts with headquarters. The water is drawn from Old Man River, at a point nine miles west of Macleod, where a dam, 524 feet long and 6½ feet high, diverts a stream 7 feet deep into the main channel which is 33 feet wide at the bottom and 63 at the top, leading to storage reservoirs.

Rest Left To The Farmer

While the project has the support of the provincial government, and while a portion of the assessment is paid by the province for a period, the ultimate success of this government project depends upon the co-operation received from the farmers of the section. For this purpose a staff is retained to instruct the farmer in methods of watering. Ditches, for example, have to be of a certain depth and must be kept in good condition. The farmer must know when to apply the water to get best results, and must have help to distribute it. The provincial and federal governments have given some assistance in locating the head ditches but the farmers have had to work out the details, although they are handicapped from lack of experience and reliable information. Demonstration plots have been laid out in the district and are proving of great value.

In the manner stated, a large portion of the otherwise largely useless section of the West is being reclaimed, and is making a valuable farming area. The cost to the provincial government is relatively small, and the results so far are extremely gratifying. There is a difference of opinion with regard to how far the state should go in projects of this nature, but it is being amply demonstrated that were it not for state interference in a case of this kind, a large and potentially valuable section of the country would be permanently lost.

Alberta Calls Tenders For $1,200,000 Bond Issue

Announcement has just been made by the Provincial Treasurer of Alberta that tenders will be received at his office in Edmonton not later than Thursday noon, January 14 next, for $1,200,000 twenty year 4½ per cent. debentures. Principal and semi-annual interest are payable at Toronto, Montreal, Edmonton, New York and London. Delivery and payment will be made at Toronto. Interim debentures in denominations of 1,000 each will be ready for delivery on date tenders are opened.

Investment Consultation

If you are in doubt about the safe investment of your money (whether it be a small or large amount) do not hesitate to consult us.

By so doing you incur no expense whatever, and place yourself under no obligation to us.

Telephone - Elgin 4441
for an appointment

R. A. DALY & CO.
BANK OF TORONTO BUILDING
TORONTO
Members Toronto Stock Exchange

Montreal Calls Tenders For $7,000,000 Bond Issue

The city of Montreal will offer $7,000,000 in 4½ per cent. twenty year bonds. Bids for the loan will be offered at the City Hall on January 11. The funds are for the maintenance of the working capital account of the city. According to the City Treasurer the money will be used for financing such local improvements as the construction of sewers, sidewalks and pavements. Montreal is spending some $5,000,000 yearly on the improvements mentioned, and there are many demands still to be met on account of the rapid growth of the city.

Alternate bids will be received for bonds payable both as to principal and interest at the office of the city treasurer in Montreal, or at the agency of the Bank of Montreal in New York; and bonds payable as to principal and interest at Montreal only payable in Canadian funds against delivery of the bonds in Montreal.

Outremont-Can. National Settlement is Pending

The long-fought legal battle between the City of Outremont and the Canadian National Railways over the taxes on property within the bounds of the municipality used by the under-the-mountain tunnel to the Town of Mount Royal, is expected to be finally settled at the coming session of the Quebec Legislature.

An arrangement was reached recently between Outremont and the railway through the Montreal Tunnel and Terminal Co., and all that remains is for the agreement to be ratified and legalized by the Legislature. The original claim of the City of Outremont, the same, incidentally, as that of Montreal was for an assessment valuation of $1.25 per lineal foot. The recent compromise, made after five years of litigation, was that a rate of 75 cents per square foot should be paid to Outremont for a period of ten years, from 1920 to 1930. The bill to be presented to the legislature also provides that the tunnel property be subject to general municipal, school, police and fire taxes.

Tenders and By-laws

TENDERS CALLED

January 25—Village of Fort Coulonge, P.Q.—$30,000, 5½ per cent. serial debentures. D. J. Shea, Sec.-Treas.

January 11. City of Montreal, P.Q.—$3,000,000 and $4,000,000, 4½ per cent. local improvement bonds. P. Collins, asst. City Treasurer.

January 13. Township of York—$1,587,611—Instalment basis for local improvement, waterworks, schools, etc.

St. Maurice Valley Corp'n.
6% 1st Mtge. and Collateral Trust Bonds
Due Dec. 1, 1945
Price: 99 and interest

We offer and recommend these bonds as a very desirable investment.

H. R. BAIN & Co. Ltd.
Government, Municipal and High Grade Corporation Bonds
371 Bay Street, Toronto

Excellent Investments

The 1st Mortgage Bonds of the following companies are attractive purchases—

Fraser Companies
6's 1950
Cape Breton Electric
5's 1932
New Brunswick Power
5's 1937

These are worthy of your consideration — may we send you particulars?

H. B. ROBINSON & Co. Limited
Investment Bankers
35 King St. West
TORONTO
ELGIN 1224
260 St. James Street
MONTREAL
MAIN 8542

Principal

Unless the safety of the investor's principal is assured all other reasons why a security should be purchased are futile.

F. H. Deacon & Co.
227 Bay St., - Toronto

Ontario Finances Show Value of Cheap Money

The tremendous importance of borrowing when the interest rates are favorable is shown in the recent experience of the Province of Ontario. In the case of government borrowing, the amounts are frequently sufficiently large to show the amount that could be or has been saved, but few trouble to figure these rates out.

According to a statement made by the Provincial Treasurer, a huge road building campaign as well as a large hydro building project apparently had to be undertaken during a period of high money rates. Interest rates at present are as high as 6½ per cent. while the rate during 1924 was less than 5 per cent. The 1925 rate, owing to the government taking advantage of temporary borrowings, was as low as 4½ per cent. Following is a statement of the rate of interest on such borrowing during the past six years:

(fiscal years)	
1920	6.20%
1921	6.50%
1922	5.48%
1923	5.381%
1924	4.996%
1925	4.2665%

The above figures illustrate what careful borrowing can accomplish. At an average rate of 6 per cent. on the present provincial debt of approximately $300,000,000, the carrying charges would amount to $18,000,000 per year. At an average of 5 per cent., the charges would be $15,000,000, or $3,000,000 less. It is estimated by the treasurer that the borrowing of money during a high interest period costs the province something like $2,000,000 yearly. This illustrates the advantage of a very careful study of money rates and prospects, by municipalities requiring funds.

SAULT TAX RATE

Subject to any slight changes which may be found necessary by the Court of Revision, the 1926 tax rate of Sault Ste. Marie will be struck on an assessment of $17,170,168. These figures were given out by City Assessment Commissioner F. E. Crawford and are slightly lower than that on which the 1925 tax rate was struck, which totalled $17,495,116.

The difference is partly accounted for by the fact that $185,000 has been taken off the totals as a result of the removal from the rolls of about 1,000 lots which were taken over by the city at the last sale. There is also a reduction of $20,000 in the business assessment and a reduction of about $80,000 in the income assessment while the building assessment has increased by about $37,000.

We deal in—

United Securities 6% Preferred Shares.
C.P.R. 4½'s ________ 1944
Bell Telephone 5's ____ 1955
Belgo Paper 6's ______ 1943
Belgo Paper 7% Preferred Shares.
Quebec Power 6's _____ 1953
Quebec Railway 5's ____ 1939
St. Maurice Power 6½'s ______________ 1953
Wayagamack 6½'s 1930
Wayagamack 6's _______ 1951
Montreal Tramways 5's 1941
Montreal Tramways 5's .. 1955
Montreal Public Service 5's 1942
Windsor Hotel 6½'s ___ 1943
Laurentide Power 5½'s .. 1946
Duke-Price Power 6's 1949
Also Bonds of Provinces and the larger Canadian Cities

RENE-T. LECLERC
Incorporated
Montreal:- 180, St. James St.
Quebec:- 74, St. Peter St.
(ESTABLISHED 1901)
E135

7% UNITED FIRST MORTGAGE BONDS

Without obligation send for our Booklet:
"THE HIGHROAD"

UNITED BOND CO. LIMITED
Toronto
297 Bay Street
Windsor
Imperial Bank Bldg.

QUEBEC APARTMENTS LIMITED
6½% 1st Mortgage Bonds
1940
Inquiries Solicited
Ernest Savard, Limited
Investment Bankers
171 St. James St. Montreal. Harbour 5259-9
71 St. Peter St., Quebec. Phone 2-0486.

FOUNDED 1883

BONDS
for
SAFE INVESTMENT

GOVERNMENT, Municipal Public Utility and Industrial Bonds.

Selected with careful regard to safety, dependable income and marketability.

Write for List.

HANSON BROS.
Investment Securities
160 St. James St. Montreal
330 Bay St. Toronto
63 Sparks St., Ottawa

ESTABLISHED
1910

CREDIT - CANADA
Limitée

Investment Bankers

Insurance

120 St. James St.,
Montreal
MAIN 4191

Write for our list of RECOMMENDED INVESTMENTS

These pages tell you every detail!

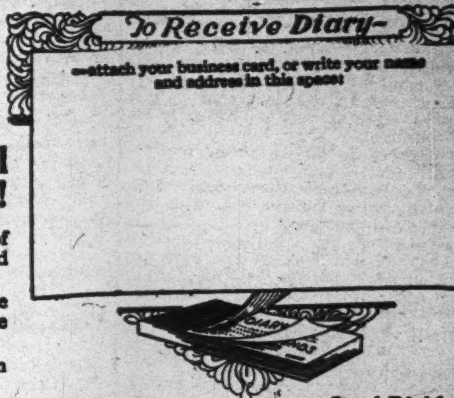
Do you remember which of your bonds are callable and when?

Have you a record of the dividends payable on the stocks you own?

Do you know when John Smith's note falls due?

Do you know just what your life insurance policies are worth today?

Can you tell at a glance when each premium is due and the precise amount of it?


To Receive Diary—
—attach your business card, or write your name and address in this space:
DIARY

Bond Interest
StockDividends
Real Estate
Annual Income
Appraisal Service
Mortgages
Insurance
Annual Income
Income Tax

Start the New Year with facts—
Let the
Investment Diary
keep all the details before you—all the time.

Mail the card today for this valuable personal aid to business men and investors.

HANSON BROS.
INVESTMENT SECURITIES
Founded 1883

330 Bay Street
TORONTO
Tel. Elgin 1085

160 St. James St.
MONTREAL
Tel. Main 8071

63 Sparks St.
OTTAWA
Tel. Queen 8123

Insurance for Buyer and Seller

NEW AUTO RATES TO BE ANNOUNCED IN COMING WEEK

Will Likely Again Reduce Cost of Insuring Motor Car

Automobile insurance companies, operating as an association and quoting "tariff" rates, will announce their new rates and regulations for 1926 next week. It is anticipated that the new schedule will show some scaling down of rates. This is in line with the steady downward movement of automobile insurance rates during the past few years, since 1922. The reductions are not likely to be extensive, but will probably bring the schedule down to the rock bottom that the tariff companies are ready or able to touch, although there are at the present time and will continue to be "non-tariff" companies quoting lower rates for automobile insurance than those fixed by the tariff of the automobile insurance underwriters' association.

Incidentally, the Canadian automobile insurance rates at the present time compare very favorably with rates in the United States. They are lower in Toronto than in other cities of the size throughout the world. This is because Toronto has an excellent record regarding the recovery of stolen automobiles and in other ways; traffic control and other police activities in Toronto being on a high plane of excellence and efficiency.

Theft Ring Still Active in Quebec

In Western Canada, as well as in Ontario, automobile insurance rates have been based on the good record of experience enjoyed by the companies, although in Quebec province and to some extent in the Maritime Provinces the record has not been so favorable.

Determined efforts to break up the automobile theft ring known to exist in Montreal, have only been partially successful and rates are still high there for theft insurance and also because of the more difficult traffic conditions, higher for other classes of automobile insurance than in Toronto.

Recently there has been a recrudescence of automobile thieving in Nova Scotia and New Brunswick, due it is believed, to the fact that the Montreal ring is spreading out for safety's sake. The Maritime Provinces comprise a logical field for auto thieving development since they have for years been a dumping ground, where stolen cars from all over Canada and the United States have been marketed in large numbers. Carload shipments of stolen cars to the Maritimes have not been uncommon.

Figures of comparative automobile insurance rates in Toronto, Montreal and Detroit, a typical American city, will show how Canadian insurers benefit. A Ford sedan costs $72 to insure in Toronto for every class of insurance as against $107.13 in Montreal. To insure a car of equivalent value in Detroit would cost $97.42, while in Buffalo and other U. S. cities the rate would be much higher than any of these figures. The higher Montreal rate is due solely to the abnormal theft loss there.

The Toronto car owner pays $13 for public liability insurance as against $20 in Detroit and $14 in Montreal; $9 for property damage insurance as against $10 in Detroit and $10 in Montreal; $26 for collison insurance as against $30 in Montreal and $46 in Detroit; $6 for fire as against $6 in Montreal and $3.85 in Detroit and $18 for theft as against $47.13 in Montreal and $17.57 in Detroit. The comparative efficiency of Detroit and Toronto police forces, when considered beside the record in Montreal, is apparent in the figure rates on theft insurance. The Canadian rates quoted are tariff rates. Non-tariff companies are quoting lower rates.

A disturbing feature that the companies have faced of late has been the tendency of juries to award larger amounts for damages in public liability cases. This coupled with the increasing density of traffic in the cities, has been responsible for some increase in losses that the companies are watching carefully.

Field Only Scratched For Casualty Insurance

That there is still a great field for the development of casualty insurance lines in Canada and for the work of aggressive agents, is seen in the fact that only a small proportion of cars are properly insured, while only about one person in twenty carries any health or accident insurance.

Various estimators have arrived at practically similar figures regarding the percentage of automobiles in Canada that are insured. It is believed that not more than 25 per cent. of the cars are insured against damage by fire; about 15 per cent. against theft; about the same percentage for public liability, and assuredly not more than five per cent. for the more expensive form of collision insurance.

In the field of accident and health, about five per cent. of the people who should be carrying accident and sickness insurance do so. Lack of proper educational efforts by the companies themselves, coupled with some uncertainty regarding the proper scientific basis for such policies, is responsible for the situation. Policies are not in any sense standardized nor have rates been based upon long and wide experience.

All Inclusive Policies Meeting With Success

Toronto Casulty Fire and Marine Insurance Company state that their new policy, covering all the ordinary risks of a household, is meeting with good success, and a total premium income of $100,000 for 1926 is expected, based upon the growth in sales since the policy was introduced last summer.

The policy includes fire, theft, and a number of other types of insurance in one policy.

It is recalled that a similar policy was responsible for the outstanding success of at least one English insurance company, although it has not previously been adopted in Canada.

ROYAL TO WRITE BURGLARY

The Dominion department of insurance has issued a license to the Royal Exchange Assurance Company to write burglary insurance.

Life Insurance Now Has Problem to Hold Up Investment Return

By E. A. McNUTT, Treasurer, Sun Life.

Life insurance companies are now faced with the difficult problem of how best to proceed to maintain if possible their previous average rate of return on their invested assets, and yet at the same time not lower the standard of their securities. No doubt opinions will differ as to the best course of action to be followed.

Certain companies have attempted to solve the problem through the limited purchase of the stocks of strong and conservatively managed companies having a long history of regular dividends, and carrying steadily built-up reserves and surpluses. Undoubtedly such stocks, both preferred and common, must be selected with the greatest care, and only after the most complete study of their past history and future prospects.

A close study of the whole subject of investments would seem to indicate that a well-diversified group of bonds and stocks (in addition, of course, to a reasonable amount of mortgage loans) provides a better-balanced list of holdings than would be afforded by a list of either nothing but bonds or stocks taken separately. The policy-holders of Canadian life companies carrying a limited amount of well-selected common stocks are placed in the position of being able to share in the period of prosperity which is now developing, because of possible increased dividends on the stocks owned.

It seems quite probable, therefore, that in the case of insurance companies holding a small percentage of stocks of the strongest companies, the rate of return on invested assets should keep up fairly well during the next year or two. Companies have tended to be more generous this year in their distributions to common stockholders, and this, together with "rights," etc., received as shareholders, and the profits realized on the redemption of so many high interest bearing bonds, should all contribute to offset the lower interest rates being obtained on current bond purchases.

In respect to the present investment situation, insurance companies by the nature of their work are obliged to adopt a somewhat different viewpoint and line of action from that followed by the private investor. The relatively high price of most securities during the past few months, and various other indications, would seem to suggest that the security market has, at least temporarily, about reached its high point, and that some reaction in prices is likely to occur. Now, in the case of the private investor, it would seem well for him to realize part of the profits on the stock he owns, and buy in again after the market has reacted. Should insurance companies attempt to do this on a very large scale, however, it would mean in the case of the Canadian market, at any rate, a considerable depression in the price of such securities. Hence, insurance companies in watching the investment situation are concerned primarily in trying to obtain their securities at as favorable levels as possible for permanent holdings, rather than with a view to making profits from time to time by switching from one security to another.

At the present time, therefore, it would seem desirable for them to purchase short term securities with such portion of their funds as cannot find suitable investment in securities yielding a satisfactory rate of interest. These short term securities may be held until maturity, or will be available for sale later on, and the proceeds used to buy long term securities at levels somewhat lower than at present. While it appears reasonable to expect a reaction in the security market, yet there does not seem to be anything at all in the present situation that might lead one to look for an abrupt decline.—In the Mail and Empire, Toronto.

LIVING POLICYHOLDER GET BIGGEST PAYMENT

$45,000,000 a Year to Them and Only $20,000,000 to Beneficiaries—Change in Life Business

T. B. Macaulay, president of the Sun Life, in an article, refers to the growth in the amount of payments to living policyholders. He says: "With the stupendous increase of the life assurance business there has been an increasing disposition by the companies to broaden the basis of assurance. All the old objectionable smallprint restrictions common to early policies have been abolished. Non-medical plans are expanding the radius within which life assurance may operate. Some recent innovations are having a material bearing on the economic situation. Group assurance, for instance, has played a considerable part in improving the relations, sometimes so strained, between capital and labor, by revealing a human side to a relationship often criticized as inhuman.

"The growth of great corporations and of great aggregations of capital and the concentration of industrial effort by putting a new or hitherto unrealized value on the lives of executives, or men of skill, has opened virgin fields for assurance enterprise. Corporation assurance, partnership assurance, assurance for business credits, assurance against business obligations, assurance for securing business interests, for business shock absorption, for replacement; all these have revealed a vast field still awaiting adequate development. Its attractiveness and its possibilities may be judged from the fact that in it policies of seven figures are not uncommon.

"This latter phase of assurance business helps to explain an important change, within the last few years, in its incidence. Assurance is still a precaution against contingencies of death, but it is becoming increasingly a corollary of contented and secure domestic and business life. The largest payments on life assurance are no longer to the beneficiaries of the dead, but are payments to living policyholders. The figures for the last twenty-five years in Canada show an almost complete reversal in the proportions under these two headings. Whereas in 1899 there were paid out to beneficiaries $4,281,000, there was then paid to living policyholders only $3,001,000. Payments in 1921 to beneficiaries were for $20,000,000, but to living policyholders $45,000,000, or considerably more than double. Undoubtedly this phase in the evolution of life assurance has done much to popularize it and helps to explain the increasing demand for it among all classes."

Over $800,000,000 New Life Policies in 1926

The amount of new policies issued in 1924 was $732,594,924, and when the companies close their books at the end of the year 1925 they will doubtless show new policies taken of approximately $800,000,000, the net insurance in force aggregating $4,425,000,000, according to an estimate by H. C. Cox, president of the Canada Life. To protect these contracts they have assets aggregating $1,200,000,000.

THE CANADIAN ALMANAC, 1926

The 1926 issue of the Canadian Almanac is a concise and valuable compendium of interesting data on Canadian affairs. Its scope is wide. It includes such information as the tariff rates, lists of post offices and railway stations, banks and trust companies, government officials, educational institutions and boards of trade. It contains a useful list of government officials, both federal and provincial. One of the features is an analysis of the Income Tax Act with all amendments. There is also a review of life insurance in Canada, showing the rates charged by the various companies for insurance policies according to age and plan. There is a statement showing the various stocks and bonds listed on the Toronto and Montreal Stock Exchanges, and many other features of interest to the general business public.

Conference Will Talk Over Auto Insurance on Instalment Cars

The Ontario superintendent of insurance, R. Leighton Foster, is shaping plans for the conference he is calling of automobile insurance companies and finance companies, handling instalment sales of automobiles. The aim of the conference is to clean up a situation that is now the cause of much friction between various groups in automobile insurance.

At the present time the finance companies, in advancing money for the purchase of a car, charge a fixed fee for the service. This fee includes interest, commissions, etc., as well as insurance premiums on the car. They then place the insurance with a fire and automobile insurance company, drawing the usual agent's commission on the business.

The weaknesses of the scheme, as the fire automobile insurance people see them are that the finance companies include the insurance premium in a fixed sum, and thus do not indicate to the purchaser just what he is paying for insurance, nor do they give the same service to the insured that would be given by a legitimate full-time agent.

The insurance companies want the business to come through their regular agents, and not to be included as an essential part of the discounting contract.

Following the conference, the Ontario superintendent of insurance will draft legislation to cover the situation, and this is likely, through the instrumentality of the annual conference of the Canadian superintendents of insurance, to be adopted uniformly by the provinces throughout Canada.

The notice calling the conference was published in a recent issue of The Post.

Nearly 50 Years Director of British Mortgage Co.

At the closing meeting for the year of the British Mortgage Loan Co., held in Stratford, J. W. Scott, of Listowel, resigned from the presidency. Mr. Scott, who is in his 91st year, has been a director of the British Mortgage Loan Co. since it was organized in 1877 and has been president since 1917. He will still be a member of the board.

Hon. Nelson Monteith was elected president and James W. Brown, C. N. R. Express agent, was elected to the office of vice-president rendered vacant through the advancement of Mr. Monteith.

THE
CANADA NATIONAL FIRE
INSURANCE COMPANY
HEAD OFFICE: WINNIPEG, CANADA
TOTAL ASSETS $2,928,337.62
TORONTO, 24 Adelaide St. W
W. H. GEORGE
Superintendent of Agencies

When selecting a Trust Company as an Executor, choose one whose fixed policy is to give
Financial Assistance
to Estates being administered by it
PAID UP CAPITAL
AND RESERVE $1,259,430.36
The Imperial Canadian Trust Co.
Executor, Administrator, Assignee, Trustee, Etc.
Head Office, Winnipeg.
Branches: Saskatoon and Calgary.

Who Pays for Advertising?

From Editor and Publisher

Complete candor with the public is a development of the day's business enlightenment. In New York the Gimbel Brothers' great store recently advertised in page spaces that October sales were $18,300,000, a gain over last year's October of $1,900,000. Another conspicuous instance of business candor was exhibited at San Francisco last week by Granat Brothers, manufacturing jewellers, who took a five-column newspaper space to explain to the public that advertising is not a tax upon the consumer.

This piece of copy, signed by Jay Haight, the advertising manager of the store, is a classic. In heavy display is asked: "Who Pays the Advertising Bills?" A Granat advertisement in a Sunday newspaper, it was shown, cost $800, and Mr. Haight declared: That advertisement brought $16,000 in sales, costing 5 per cent. It is so year in and year out. Does it raise the price of the diamond ring you select? Does it add a further tax upon your pocketbook? We believe not. The advertising increases sales and as a result the ratio of other expense is lowered. Whether we sell $1,000 a year of $100,000 a year, the rent is the same.

This remarkable store publicity then goes on to show that the average overhead expense of 394 retail jewellers last year, as certified by the Harvard Bureau, was 38.3 per cent. of their sales, but Granat Brothers expense was 25.2 per cent. Many of these jewellers did not advertise. Their combined sales reached $34,978,000 and their net profit was only 1.2 per cent. of sales. Granat Brothers sold their goods at about 8½ per cent. lower gross profit than the average, but made 5½ per cent. net on sales.

"Advertising," wrote Mr. Haight, "increased sales to a point where we could afford to sell diamonds and jewellery at lower prices to you and still make a larger net profit for ourselves. That is having your cake and eating it, too. So our customers did not pay for the advertising in increased prices. Who did then pay for the advertising? We'll tell you the answer. Our competitors in the jewellery business, chiefly those who do not advertise, paid for our advertising. They paid for it in trade that slipped away from them to us. They paid for it in the new customers we got which they might have had. They paid for it in high expense, low volume, high gross profit and low net. They paid for it in small turnover."

HUDSON'S BAY INCREASES CAPITAL

LONDON.—The Hudson's Bay Co., is increasing its common share capital to £2,000,000 by the creation of 1,000,000 new common shares of the value of £1 each. Half of this new stock will be issued forthwith to the present stockholders.

THE
Western Empire
Life Assurance Company
HEAD OFFICE
701 Somerset Building
Winnipeg, Man.
Branch Offices:
SASKATOON EDMONTON
CALGARY VANCOUVER

QUEBEC SOUTHERN POWER
6½% Bonds
Due May 1st, 1945
¶ The territory served with power and light by this Corporation and its subsidiary is showing steady growth in population and prosperity. Good progress is being made with the extension programme and earnings are mounting steadily, 30 municipalities are already being served, the ultimate objective being upwards of 100 communities.
¶ These bonds carry our strong recommendation, and full particulars will be forwarded upon request.
Price: 100 and interest to yield 6½%.
Bonus of 2 shares Common Stock with each $1,000 of Bonds.
Browne, Urquhart & Co.
Limited.
180 St. James St. Montreal
Tel. Main 8011*.

WesternMortgages
Since property values have stabilized first mortgages on British Columbia improved city property and farm lands are highly desirable.
Interest rates are high and security is splendid.
Pemberton & Son
Financial Agents
418 HOWE STREET, PACIFIC BUILDING
VANCOUVER, B. C.
ESTABLISHED 1887

THE MONARCH LIFE
IS A
GOOD COMPANY
Provincial Offices: Toronto, Winnipeg, Regina, Saskatoon, Calgary, Edmonton, Vancouver, Victoria.

THE AMERICAN CREDIT-INDEMNITY COMPANY
BOND OF INDEMNITY
Bad Debt Losses

Bridge the Danger in Your Business!
Why trust all your profits and your capital to your customers? Why leave your *book accounts* entirely unprotected and also open to the attack of dishonest or incompetent debtors?
Why keep on worrying, and losing money, and taking risks year after year when, at such a moderate cost, you can fully protect your business against abnormal, unexpected credit losses?
Start the New Year right—with a policy of Credit Insurance as issued by this company. *It will be an endorser for every 1926 debtor!*
CANADIAN DIVISION
The AMERICAN CREDIT-INDEMNITY COMPANY
of New York — J. F. McFadden, President
R. J. MULLEN, *General Manager for Canada.*
Toronto Office, 1702-8 Metropolitan Bldg., Phone—Main 4316.
Montreal Office, Canada Cement Bldg., Phone—Lancaster 3258.
JR83

Northwestern Mutual Fire Association
SEATTLE, WASHINGTON
HEAD OFFICE FOR CANADA, HAMILTON, ONTARIO
The Northwestern furnishes:
Sound indemnity, a protection against loss as good as can be received from any Company anywhere.
Writing Fire Insurance at Cost. Assets $2,604,266.13.
Norman S. Jones, Manager for Canada. R. J. Mahony, Associate Manager.
All Policies dividend paying and non-assessable.

A year's salary gone in an hour
Imagine your financial loss if fire destroyed your automobile to-day. In a few minutes you lose a car which represents perhaps a year's income.
You can't afford to carry this fire risk. Let us insure your machine against the menace of fire, and thus relieve you of financial worry.
For 92 years we have been meeting all just claims fairly and promptly.
The British America Assurance Company of Toronto
Established 1833

We Recommend a
6 P. R. POLICY (SIX PREMIUM RETURN)
—an exclusive Northern Life plan.
The Northern Life's 6 P.R. policy is one of the most popular 20 pay life policies in Canada.
For further information regarding this attractive plan consult your nearest Northern Life representative or write our Home Office.
The NORTHERN LIFE
ASSURANCE COMPANY OF CANADA
LONDON, ONTARIO — ESTABLISHED, 1897

The Independent Order of Foresters
Organized 1874
TOTAL BENEFITS
Paid to Members and their Beneficiaries
$87,000,000.00
Policies Issued from $1,000 to $5,000
G. E. BAILEY, Secretary
W. H. HUNTER, President
ALEX. STEWART, Treasurer

MAKE LATER YEARS SECURE
In a world of uncertainties life assurance is one among the **sure** things. The Sun Life of Canada has paid to policyholders or beneficiaries since organization over two hundred million dollars.
Make sure of your comfort in later years and that of your dependents if you do not survive. There is a Sun Life Policy to meet all your requirements.
You can rest assured.
SUN LIFE ASSURANCE COMPANY
OF CANADA
HEAD OFFICE : MONTREAL

Current Events in Banking World

TRADE FOLLOWS THE BANK, BANKER TELLS CONGRESS

Representative of Bank of Commerce at Pan-American

By CASE R. HOWARD,
Representative of Canadian Bank of Commerce at the recent Pan-American Congress.

It is all very well to talk about the theory of Pan-Americanism, mutually profitable trade, the flow of goods to meet supply and demand and the flow of investment to build trade by creating new markets, but what of the machinery? Well, the ships and the cables are there. The Panama Canal has cut distances in half. But all to no good without a safety and control valve to hold us all within the bounds of sound business practice. The banks and bankers step in to help us out here, and because I am a banker I am going to ask that you agree to be bored a few moments more, while this angle of our situation is brought up for discussion.

It is very generally taken for granted that trade follows the bank, for first of all the banker must have the confidence of all parties, so that he becomes not only the recipient of funds, but of confidence as well. As without first-hand knowledge of conditions, it is impossible to attain that confidence, it has been the policy of the Canadian banks, as well as the banks of the United States, to branch out through the Americas with a view to gaining it through close contact. With this accomplished they are serving buyer and seller alike in the American trade.

It is their privilege to promote trade both ways, to provide the means of import as well as export, but the most useful service which the banks can render to the Americas to-day is to be found in the proper control of funds for investment. It is useless for either you in the south or we in the north to invest our money in ships, cables, warehouses, or other machinery of trade, if the trade is not there to make use of these facilities. It is useless for us to invest in crops, or industries, if the products of this endeavor do not find a ready and a profitable market. Intelligent investment and creative buying and selling, which looks into the future, are, therefore, the keys to the situation, and are within the control of the bankers, if they are gifted with foresight, knowledge and the confidence of all. A wonderful opportunity, in the hands of business men, not politicians.

Therefore, my chief plea in behalf of Pan-Americanism after outlining the situation as we find it to-day, is to our business men and, most particularly, our bankers, to get close to the problem of the Americas. Control investment so as to diversify industry, that we may all buy more from each other, and so that the natural wealth of all the nations of the Americas may be adequately and scientifically developed. When that is accomplished, then the Americas will be supplying the world, as well as themselves, and doing it with a mutual profit and understanding that will surpass all of our dreams now.

BANK MERGERS IN GERMANY

BERLIN.—The general trend of business firms toward mergers makes itself felt also in the banking business. No week passes without a few mergers among banks, and the general opinion of leading bankers is that these mergers are not only sound, but they will save a great number of banking firms from financial collapse. Especially smaller banks in the provinces are trying to improve their position by merging with other institutions, thereby obtaining the advantage of a larger working capital and the saving of expenses. The merged banks, working on a wider and sounder basis, are bound to replace in a very short time the small banks, created by the inflation period, which proved so ruinous to the reputation of banking in Germany.

Staff Gossip

Mr. Fenton, fomerly of Listowel, has joined the staff of the local branch of the Imperial Bank as accountant.—Sentinel, Tottenham, Ont.

* * *

T. R. Richardson has left the staff of the Bank of Commerce to take a position with R. C. McCorkell in the fur business.—News, Prince Rupert, B. C.

* * *

Mr. C. H. Munro, who was on the local staff of the Bank of Commerce, left last week for Winnipeg, having been transferred to Princess Street branch.—News-Express, Carberry, Man.

* * *

Mr. Founds, of the Canadian Bank of Commerce staff, who has left to take his vacation at Stony Plain, has been advised of his transfer to Drumheller.—Plaindealer, Youngstown, Alta.

* * *

Mr. George Stedman, teller in the local branch of the Bank of Nova Scotia, has been transferred to the branch at Shawville, where he commenced his new duties on Monday.—Courier, Perth, Ont.

* * *

Mr. and Mrs. Jos. Davis and children, of Merlin, holidayed with relatives here. Mr. Davis, who has been with the Bank of Montreal at Merlin is being transferred to Chatham.—The Times-Advocate, Exeter, Ont.

* * *

Miss Connie Collett left last night to join her parents and sister at Vancouver and will reside there in future. She has been transferred to the Canadian Bank of Commerce staff there.—Sentinel, Kamloops, B. C.

* * *

Mr. J. L. James, who has been accountant of the Bank of Montreal at Almonte for some years, has been transferred to Brockville. His successor is Mr. K. L. Fothergill, who comes from Little Current on Manitoulin Island.—Herald, Carleton Place, Ont.

* * *

The Bank of Toronto is now passing a new milestone in the history of its business in Waterloo. Its new three-story building is another landmark in the progress of Waterloo. The splendid new premises are situated at the corner of King and Erb Streets.—Record, Kitchener, Ont.

* * *

The Bank of Montreal have made a decided improvement to the interior of the bank. It has all been newly decorated, new lighting fixtures installed and an additional teller's cage has been put in, which will greatly assist the employees to give the patrons of the bank prompt attention.—The Express, Aylmer, Ont.

* * *

Gerald Service, of the Bank of Montreal staff, has been transferred to Prince George.—News, Stewart, B. C.

Why Manager Was Re-elected President Chatham Board of Trade

Mr. Jarvis Tells What His Work Has Meant for the Community, for the Bank and for Himself—How Far Should Managers go in Participating in Public Activities?

On his record of accomplishment, E. W. Jarvis, manager of the Bank of Montreal, was recently re-elected president of the Chatham board of trade. What are the benefits of an aggressive board of trade to the community and what are the benefits to the president, and to his bank, when he happens to be a branch bank manager? I felt that there were many managers who would ask these questions and so put them to Mr. Jarvis—and his answers are the basis of the following article.

Many other bank managers are, like Mr. Jarvis, lending their energies to activities for the betterment of the communities in which they are located. It would be interesting to have news of what they are doing and their opinions as to how they can make the most effective use of their time and opportunities in community work. Or perhaps there are managers who believe that they can make the best use of their time by sticking to banking proper. An exchange of views is always valuable. This department provides an opportunity. Let's hear from you.—J. W. T.

You ask me two questions, first, what our board of trade has been doing for the benefit of the commuity. Second what has been the effect of my efforts as president on the prestige of the bank.

In reply to the first, a board of trade's function being recommendatory, not legislative, it is necessary, to give them weight, that its recommendations be carefully considered and passed almost unanimously.

Our success during the past year may be contributed to the following:

Energetic work of all our committees, especially industrial, tourist, road and publicity, and our secretary.

Careful consideration of every subject brought to our attention with doubters encouraged to express their views in order that both sides may be heard. In some instances a qualified member has been asked to investigate and introduce a subject.

Special committees have been carefully chosen, not at, but after meetings and appointed only after those chosen have consented to act.

Friendly co-operation with our city council and city manager. Having one of the most effective, if not the most efficient city administration in Ontario, this was easy.

Splendid support from our newspaper, the Chatham News.

Our endeavor to instil a spirit of optimism into the minds of our citizens and not only to bring desirable industries to Chatham, but also to aid in the development of the fertile surrounding country which contributes so much to our prosperity.

Attendance at meetings of associated boards of trade, tourist associations, etc., and support of work of general as well as local interest, thus establishing friendly relations with surrounding communities.

The Results Obtained

It is impossible to distinguish what is due to this year's effort, for those of years ago may be bringing results to-day, while those of to-day may bear fruit years hence; but the year has been characterized by the establishment of several new industries, a better feeling among our citizens, more active employment, better trade conditions and the return of many who left us in former years.

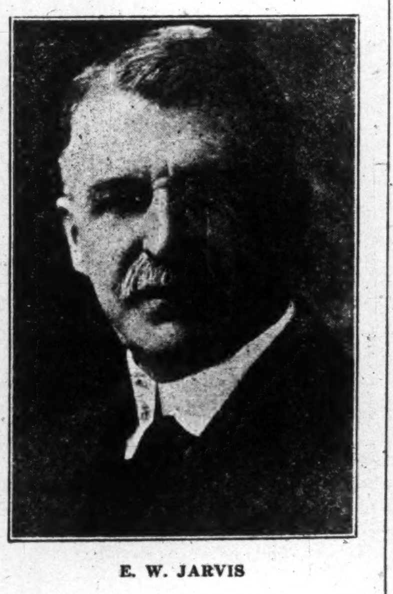
In regard to your second question, to tell the effect on the Bank of Montreal's business would be a breach of confidence, and to speak of prestige accruing to myself must be left to others. Observation, covering several locations convinces me that wise endeavors to promote the public interest are always appreciated and tend to assist the business of those giving their energies to the work in a proper spirit. If citizens generally gave more attention to showing material appreciation of good work on their behalf, it might induce more to give their time and thought not only to boards of trade but to city councils and public work generally.

It is impossible for anyone to benefit the commuity without benefiting himself and his business, but success in such work always depends on what one is willing to give. He who undertakes it for what he can get for himself will not go far.

For the future, we aim to eradicate the pessimistic spirit that is holding Canada back, and for the attitude of the spoilt child who wants everything he sees, without being content to wait until he can earn it by honest toil, to substitute the spirit of those forefathers who found here a dismal swamp, infested with ague and malaria, and cheerfully and diligently, with joy in their lives and courage in their hearts, have hewed and dug out of it the most fertile part of Canada, every trace of climatic disease eradicated, leaving all the advantages and comforts, the extent of which their descendants seem to only half appreciate.

For a Better Community

We hope that such a Canadian spirit, emanating from Chatham and others that are working along similar lines, will in time permeate all Canada and we look forward to the day when Canada, retaining its exclusive natural raw materials for manufacture at home, conserving for Canadian use its water powers against the day when manufacture of those raw materials will tax them to their capacity, preserving our home market for our farmers' products and for what can be produced in Canada, designing its laws for their proper function of protecting the person and property of the individual from undue interference; but frowning on busybodies who ask for laws to govern personal actions that do not affect the rights of others.



E. W. JARVIS

Enforcing those laws to the punishment of criminals and reforming them under confinement instead of letting them out to have 10 per cent. to 15 per cent. again pillage, or even murder the respectable citizen who is entitled to protection, and curing those who encourage crime by regarding criminals as heroes, sending them flowers, petitioning for pardon, etc., by confinement near the criminal for a few days so that by close personal observation that may become disillusioned, will reach a hitherto unknown prosperity, and when Canadians making light of small vexations and working diligently, with faith in their country, confidence in themselves, exercising their franchise to secure for public office men whom they would trust with the administration of their own affairs, attending to their duties whether civil or religious, with trust in their Creator and bending with humility and resignation to the will of the Great Architect of the Universe, while living under that flag that represents a limited monarchy that confers individual protection and liberty to an extent that is not approached by any other government be it monarchy or republic, will be recognized everywhere as the most free, prosperous, contented and happy people on the face of the earth.

Weekly Bank Clearings

(In comparison with the same week last year.)

EASTERN CITIES	Week end. Wed. Dec. 31, '24	Week end. Thurs., Dec. 31, '25
Halifax	$2,52[illegible]	[illegible]1,802
St. John	2,173,[illegible]	2,082,473
Moncton	599,957	722,694
Sherbrooke	604,962	574,540
Quebec	5,237,563	5,515,504
Montreal	110,614,910	98,617,780
Ottawa	7,028,059	5,866,807
Kingston	498,122	600,011
Peterborough	714,065	691,477
Toronto	93,305,241	79,38[illegible],861
Hamilton	4,108,859	4,342,291
Brantford	735,546	985,615
London	3,160,024	2,178,757
Kitchener	859,490	845,047
Windsor	2,284,357	2,545,473
	234,447,383	207,377,132
WESTERN CITIES		
Fort William	$ 712,000	$ 710,633
Winnipeg	49,673,398	55,858,296
Brandon	555,806	468,739
Regina	3,926,829	6,521,714
Saskatoon	1,468,967	1,859,468
Moose Jaw	1,226,390	1,242,488
Pr. Albert	296,838	369,024
Lethbridge	448,851	830,044
Calgary	7,103,525	8,941,280
Edmonton	4,200,299	4,340,702
Medicine Hat	248,828	261,411
N. Westminster	480,910	632,174
Vancouver	11,394,939	18,457,050
Victoria	1,480,764	1,696,069
	83,218,344	96,190,092
Total	317,665,727	303,567,224

Monthly Bank Clearings

(In comparison with same month last year).

EASTERN CITIES	Month of Dec., 1924	Month of Dec., 1925
Halifax, N. S.	$13,341,806	$15,546,488
St. John, N. B.	10,805,193	12,086,871
Moncton, N.B.	3,892,497	4,589,972
Sherbrooke, Que.	3,406,171	3,501,968
Quebec, Que.	27,282,892	28,154,351
Montreal, Que.	582,715,022	563,487,613
Ottawa, Ont.	31,887,396	32,626,090
Kingston, Ont.	3,299,935	3,498,056
Peterboro', Ont.	3,608,990	3,830,462
Toronto, Ont.	486,057,890	552,681,992
Hamilton, Ont.	22,485,840	24,309,968
Brantford, Ont.	4,197,473	5,642,604
London, Ont.	13,534,335	12,991,160
Kitchener, Ont.	4,645,627	4,666,502
Windsor, Ont.	13,176,718	15,106,140
	1,224,327,785	1,282,720,137
WESTERN CITIES		
Fort William, Ont.	$5,421,163	$4,829,668
Winnipeg, Man.	324,497,832	393,745,038
Brandon, Man.	342,341	3,103,054
Regina, Sask.	20,416,944	27,333,466
Moose Jaw, Sask.	6,421,037	7,172,278
Saskatoon, Sask.	8,316,852	11,200,895
Prince Albert, Sask.	1,594,329	2,113,460
Lethbridge, Alta.	2,584,932	3,772,198
Medicine Hat, Alta.	1,465,479	1,723,152
Calgary, Alta.	39,492,324	44,941,215
Edmonton, Alta.	22,215,215	24,632,817
Vancouver, B. C.	68,813,190	74,871,634
N.Westminster, B. C.	2,569,924	2,214,714
Victoria, B.C.	7,895,812	9,457,364
	$512,047,366	$611,110,949
Total	1,736,376,151	1,893,831,086

Needs Steady Stream of New Citizens; Should Go After Them

(Continued from page 3)

ation, the greatest necessity of any business, private or national, we know to be sufficient capital. In modern business, this seldom means actual cash. It does, however, mean ample credit. And large credit can always be secured for a sound business, if there is sufficient security to stand behind it.

Cost Less Than Present Burden

Could any business be sounder than this? Great Britain and Canada are now sinking upwards of 400 millions of dollars annually because of idle people there and partly idle railways here. The conditions causing these worse than dead losses have continued for such a length of time, and the immediate outlook is such, as to make it highly probable that little or no lasting relief will be experienced in the near future, unless the conditions are corrected. If the proper steps are taken, Canada can furnish to these people the opportunity which will enable them, on the average, to earn a good living and to add to the surplus capital of the country so as to further develop it. The existing capital of Canadians was practically all accrued in this way. Very few people brought any serious amount of wealth to Canada when they settled here. As population increases, below the saturation point, the growth of capital, if there is a constant output of effort, accelerates. Our fathers, on farms remote from marketing facilities, found that their economic efforts counted at times for very little. To give these needy people an opportunity to develop the latent wealth of our country is surely a business of the soundest and sanest type and one worthy, in the very highest sense, of any credit necessary to carry it on. I can conceive of no safer national investment. But if, at the same time that we place these people in position to add to their own and the national wealth, Great Britain and Canada can automatically clean the slate of their two great annual dead losses—the dole and the railway deficit—which may go on indefinitely unless steps are taken to root out their cause, then we shall have for the investment these additional factors of safety. There is at present, as we all know, much fully justified prejudice against taking further national risk. But this should not prevent us from weighing carefully the best means of protecting the investment already made.

Reducing the Costs to Zero

If proper precautions are taken, generous credits to worthy in-coming citizens, many of whom will need them in order to establish their homes in Canada, such credits to be granted with easy conditions of interest and capital repayment, will prove to be far-sighted business of the soundest kind. Such a system of loans, under carefully safeguarded arrangements for security and collection, will, I am sure, prove to be necessary in securing a rapid increase of prosperous people. These credits, if made returnable in easy instalments, will soon become circulating and will in this way gradually reduce the national risk to zero.

If such a carefully worked out system of financial aid resulted, within a few years, in closing up those two national financial sink-holes here and in Great Britain—the dole and the railway deficit—surely the risk would have been well-advised, even if there should prove to be some loss of interest or of capital. The total of such losses surely could not approach the present absolute loss of upwards of 400 millions of dollars the two nations are now pouring annually into these two bottomless pits.

Remedy Lies in Our Own Hands

The financial aspect of this great question is the most fundamental. The undertaking must be financially sound or it cannot succeed. But, as I have already pointed out, cold figures are not the only side of this intensely human problem. The cruel suffering, the blasted hopes, the gradual demoralization of some millions of our kindred in the motherland, whose lives through no fault of their own have become aimless, useless and a burden to themselves and others, are aspects of this soul-stirring question which cannot be considered by any real man, without kindling in him the deepest sorrow and sympathy. Nor is it possible for any one, who loves and respects Britain for her great accomplishments of the past in spreading justice, freedom and the arts of civilization, and for the even greater responsibilities she has accepted for the future, to avoid a feeling of anxiety and dread lest this condition may not soon be corrected, lest this wasting disease eating at the very heart of the Empire may not soon be eradicated. But it can be and it must be. The remedy lies in our own hands. And Canada has everything to gain and nothing to lose by offering co-operation with the mother country whole-heartedly and generously in this great international undertaking.

Establish a Smelting Furnace

No greater opportunity ever came to any people. But if as a nation, we are without vision or without initiative, it will avail us nothing. Not merely the economic position, the very destiny of our nation will be affected, if we seize this opportunity to the full. Likewise, the destiny of the Empire must be profoundly influenced by our decision in this crisis. Further, though our power of mental vision is restricted, yet we may feel sure that the future position in the world of a virile nation, such as must develop in our climate, situated geographically in a strategic position between Europe and the Orient as Canadians are, will be profoundly affected by the blood and traditions entering into its composition and institutions.

A figure used by President Roosevelt to express the idea of fusion of races was that of a "melting pot." Though we should not be misled by a figure of speech, I am not sure that "smelting furnace" does not express some aspects of the fusion of peoples even more truthfully. If so, it is well to make sure that the materials smelted are of such a nature as to produce a maximum proportion of metal and a minimum of slag. During many years of smelting experience, I have never known any values to issue from the furnace spout that were not already in the furnace charge.

We Need Men of Faith

There is since the war a strong tendency to criticize our leading men of great vision, whose faith in Canada's future was almost unbounded and who planned to make the 20th century for Canada a period of growth such as the 19th had been for the United States. This criticism is both unwarranted and unjust. No one outside of Europe foresaw the world calamity. Uninterrupted growth such as preceded 1914 would by now have shown their splendid visions in course of rapid fulfilment. All great enterprises necessitate capital expenditure beyond the needs of the immediate present. The greater the enterprise the longer naturally becomes the period before the new plant and development can be fully and efficiently used. This is not intended as an argument, pro or con, regarding public ownership of our national railways. We do, however, need the vision, foresight and courage of those farsighted men who directed Canada's national policies a quarter century ago should be restored. We have now had time to recover from the shock of the World War. The mantle of our former great leaders must be worthily taken up and their splendid project of developing and peopling Canada must be efficiently carried to success.

Canadians Must Start Discussions

It is morally certain that under existing conditions in Great Britain, a most hearty welcome, with liberal financial assistance, will be extended to any reasonable, broad scale plan from Canada, looking to their cooperation. There are many reasons why the far-sighted statesmen of Britain should specially favor the settlement of a large proportion of her excess population in Canada. Of the great Dominions, Canada is nearest to her in geographic as well as in many other relationships. But, like many children when they are just reaching adolescence, the great Dominions of the so-called British Empire have recently developed a kind of hypersensitiveness, not far removed at times from touchiness, in dealing with the mother country. Statesmen in Britain are too tactful, no matter how strongly they may favor large scale co-operation with Canada in such a scheme as we are considering, to take any initiative. It is for Canada to invite discussion of this great question, so vital to both countries in its many implications, and it is for the Canadian press to begin the discussion fully and frankly of its many phases and aspects.

It is gratifying to note recent statements in the Canadian press to the effect that assistance in transportation is offered as an inducement to come to Canada. This is a good first step, but only a first step. Conditions have so changed in the past ten or fifteen years, that more far-reaching plans than this will prove to be necessary, both here and in England if the common enterprise of nation-building in Canada and bringing relief in England is to produce results commensurate with these great purposes. It may be wise thus to fee' the way carefully, provided that not too great hesitation and delay follow any failure or slowing down of the movement of people resulting from this initial step. The plant exists. The needs on both sides are great. Let there be no hesitation in providing adequate organization and financial credit to validate the investment already made and to meet the existing needs.

More Rapid Increase in Wealth

It seems incredible that there should be any doubt or hesitation concerning the economic prudence of providing large numbers of people with the opportunity and means of creating wealth. This is not the place to enter into a discussion of the various factors entering into the concept of wealth, as understood by the economist. It does seem, however, so clear as to be almost axiomatic, that, in a country as far below the saturation point in population as Canada is, wealth must increase with each influx of intelligent, industrious people in a ratio greater than that of the increase in population. This more rapid rate of increase in wealth than in population is accounted for, partly by diminished distances; partly by increased variety in production; partly by improved organization as intervening distances are narrowed; partly by greater and more efficient use of public utilities without proportionate increase in capital cost and cost of operation; partly by improvement arising from research, increased educational facilities, and example; and partly by the possibility of utilizing to advantage nature's greater stores of materials and energy which cannot be made available when population is smaller. A little careful reflection will give some insight into the extent to which these factors have contributed to the marvellous acceleration in the growth of wealth in the United States during the past half century. Such factors as these must contribute to the growth of wealth in Canada in the same way as they have done in the great republic.

Will Bring Americans Here

We hear and read much discussion, some of it based on facts and some with an exaggerated political bias, regarding our loss of population to our great neighbor. Our common language, our common origin, our good international feeling, the concentration of most of our people along or near the international boundary, and above all the great hive of prosperous industries centred between the Ohio River and the Great Lakes, constitute together an almost irresistible magnet to the ambitious young man whose optimism too frequently sees all of the advantages and few of the disadvantages. These are conditions we cannot change. But we can set about counteracting the magnetic pull. If the United States had only one-twelfth of their present population, the hustle and bustle, the stir and whirr of economic life, which so attract the young, would be no greater there than here. But, if we determinedly set about making Canada a great nation, by bringing in the necessary people to develop this country, as happened over there when their population was no greater than ours, these conditions will soon be reasonably offset. In fact, because of their approaching congestion of population, and of our greater opportunities for pioneering, we are likely in future to gain more people from the States than we lose to them.

We have then knocking at our doors one of the greatest opportunities that ever came to any people. Seldom have the paths of duty and of self-interest in any great national crisis appeared to coincide so closely as on this occasion. Will our recently elected representatives, to whom we have entrusted the conduct of our national affairs, continue to line up in petty warring groups, so that our national leaders will be reduced to helplessness, or will they join hands on this fundamental national issue, which lies at the root of nearly all the minor issues around which those petty struggles are being waged? If they will only organize this great piece of national business efficiency, and promptly and effectively begin its execution, the Canadian people will feel satisfied and will be reasonably certain that but little time or energy will be wasted on by-plays and side-issues. As this should be the chief government business for the next generation, it is important, for its success and continuity, that all parties should agree on the broader outlines of policy in regard to it. Implied in and contributory to the successful carrying on of this will be found necessarily the efficiency of most other departments of the country's affairs, both Dominion and Provincial.

Confidence and Stability Needed

In any complex undertaking, whether it be the government of a state or the management of a great business enterprise, there is usually discernible at any period of its history some one controlling principle or policy that should be followed. If this is clearly grasped, every other activity falls into its proper place and is easily seen in its true perspective. But if there is failure to grasp this, all becomes conflict and confusion. Everything great or small loses its relative importance. Minor matters become major and major, minor. The ship of state or of business is without a compass or rudder, drifting now with this current now with that, heading everywhere and going nowhere. Vacillation marks every activity and clear-cut leadership becomes impossible. Confidence and stability are completely lacking. Enthusiasm, or even interest, in their work by subordinates no longer exists, since every one instinctively feels the want of firmness of step, the lack of continuity of policy, the shiftiness and shuffling, which have to be substitute clear-cut consistent instructions, leading to definite progress.

In view of what has already been said, the speaker will hardly need to say formally that he believes the master need of Canada at the present time to be that of increasing its population from western European, and under present conditions chiefly from British stock. This is a matter of the deepest concern to both the Dominion and the provincial governments, and one on which they, or at least most of them, may well join hands.

For many reasons we cannot expect the haphazard growth of population in the United States during the past fifty years to be repeated in Canada. Any policy or no policy in regard to this great question until quite recently mattered little over there. Before the Great War, the same was nearly as true in Canada. This may account for the failure of our leaders so far to place this question in its proper relative importance. If the view herein expressed as to the importance of this question is correct, and I believe thousands of my fellow-citizens who are anxiously considering the highest welfare of their country will agree with me that it is, realization of this changed condition may help to furnish some insight into the present confused political situation.

In discussing such highly complex and difficult questions, any statements suggesting dogmatism can only serve to reveal the conceit of their author. I hope that this brief paper may be of some slight assistance in focussing attention on what appears to me to be "Canada's Greatest Present Need."

TIMBERS ON THREE CARS

VANCOUVER.—Probably the longest timber ever shipped over the Canadian Pacific in any quantity will leave here when a large consignment of dressed timber 100 feet in length will be exported to Illinois. Three flat cars are required to accommodate each length of timber.

RAILWAYS IN NO POSITION TO CUT GENERAL RATES

This Point is Made at Opening Session of Hearing at Ottawa

From Our Own Correspondent.

OTTAWA.—The general inquiry into railway rates started here this week under very modest circumstances. It was one of the regular periodical sittings of the railway commission, and third and fourth places on the order paper were occupied by two items to which were attached the note: "General rate case."

This inquiry, which is sometimes called the "equalization case," was ordered by the government last June at the time when parliament brought the Crow's Nest Pass agreement up to date and gave the commission full control of rates except in grain and flour moving eastward from the prairies. As a result of an invitation issued by the board last July, there have been eighty complaints submitted for hearing, and some further representations are yet to be filed. The chairman of the commission, Hon. H. A. McKeown, intimated at the opening that it was the intention of the board to take up first some of the individual cases with a view to clearing the way for the general issues to be raised as between provinces and between different sections of the country.

E. P. Flintoft, K.C., for the C. P. R., directed the attention of the board to the fact that among the eighty complaints put in there were many "dead ones," upon which the judgment of the commission had already been rendered. He thought the railways should not be put to the trouble of answering these in detail; and it was agreed that in the submissions put in by the railways, they should indicate the complaints which they regarded as being in this class.

No Time to Cut Rates

Mr. Flintoft further called attention to the financial situation of the railways and remarked that it was a matter of "public notoriety" that the railways as a whole were in no position to have their revenues cut. It was of paramount importance to the country, he pointed out, that an efficient railway service should be maintained. Therefore, he said, if it was found that certain rates were too high and they had to be reduced, it would then be necessary to make provision from some other source to replace the revenue thus taken away from the railways.

During the discussion of the procedure to be adopted Transportation Manager Marshall, of the Toronto Board of Trade, expressed the view that the discussion of individual cases was necessary to bring out the principles of the rate structure, and to this Mr. Flintoft gave assent. Mr. Marshall then ramarked that there had been representations from the West for general reductions, to which Mr. Flintoft replied that, if effect were to be given to those representations, readjustment would be necessary in the East.

Alistair Fraser, Canadian National counsel, supported the general stand taken by Mr. Flintoft, and went on to point out that the reply of the railways to individual complaints might depend on what changes were made in the general rate structure.

Chairman McKeown assented to this point of view and explained that it was intended to take up individual cases only as they affected the general principles, and intimated that no specific cases affecting general rates would be decided until the general principles of the rate structure were settled. In this connection he, of course, reserved the right of the board to deal with emergency cases.

How Manufacturing Is Growing in West

WINNIPEG.—Winnipeg is assured of a new factory for the manufacture of garden tools and light farm implements, according to a statement by J. M. Davidson, secretary of the industrial development board of Manitoba. Gustav O. W. Nordblom, a Swedish manufacturer of steel products has gone to Chicago to purchase such equipment for the factory as cannot be obtained in Canada, and it is anticipated that the factory will be opened in February. Mr. Nordblom has already received advance orders for his products, which will include hay and garden forks, hoes. rakes, steel farm fence posts, and other similar articles. He finds the local situation encouraging, and wholesalers have shown a keen interest in the establishment of this factory.

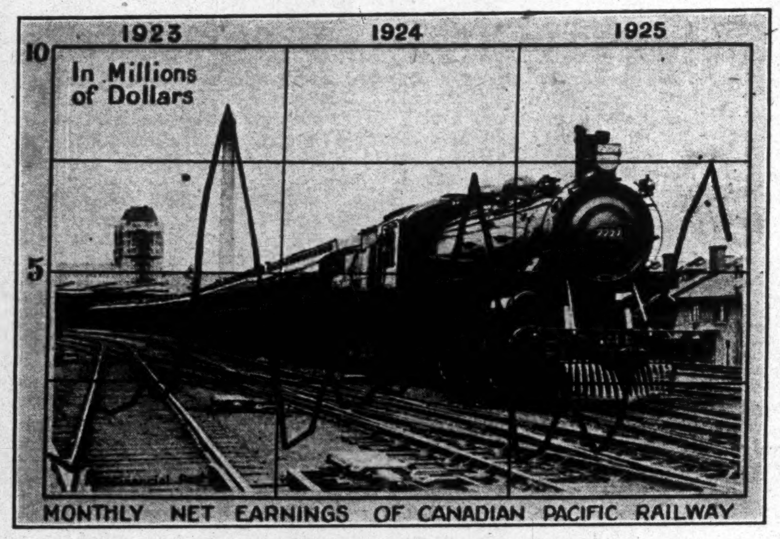
Montreal Wholesalers In Big Grocery Merger

From Our Own Correspondent.

MONTREAL.—Two of the largest wholesale grocery firms in this province were merged this week when Hudson, Hebert and Company purchased Chaput Fils et Compagnie. The two businesses will continue as individual units until February 1 when they will then be co-ordinated.

This news, it is understood, simply presages a movement leading to the amalgamation through purchase of other of the leading grocery wholesalers in Montreal—it is possible that all the Montreal wholesalers in business in a large way will be bought out and that eventually a leading firm in the city of Quebec will be absorbed also. If this be the case, securities in the new corporation may be offered to the public.

Canadian Pacific Net Earnings for 1925 at Least $2,000,000 Up



Canadian Pacific net earnings showed an excellent advance in 1925. To the end of November the increase in net earnings totalled $1,830,043. Net earnings for December have not yet been figured out. Judged by the large increase in gross earnings in December, and the line's consistent record of operating economies, the increase in net earnings for the year should considerably increase the total as at November 30. The increase will be well over $2,000,000.

Another substantial increase was reported by the Canadian Pacific Railway in its statement of gross earnings for the last ten days of December. Traffic receipts for this period amounted to $5,398,000, an increase of $1,102,000 over the corresponding period of 1924. The showing made during the month of December was progressively better from week to week, the increases for the four periods reported on rising as follows: Increase in traffic receipts, first week $903,000; second week $1,039,000. third week $1,050,000; final ten days $1,102,000.

The total traffic receipts for the month of December aggregated $19,286,000, this being an increase of $4,094,000 over 1924, and the highest total for any December since 1920. While the increase in gross will probably not altogether result in a correspondingly large increase in net earnings, it may be expected, nevertheless, that the net earnings for December will show a substantial increase over last year's total of $3,729,301.

The Foreign Exchanges

Conducted by S. J. ZACKS.

A buoyant tendency existed for the most part in the foreign exchanges during the past week until Tuesday when a reaction set in. Of outstanding interest was the weakness of the Canadian dollar, which reached a new low of 3-16 of 1 per cent. on Tuesday. Traders expect the discount to go still further down, and there is considerable comment as to how low it will go. The 1925 low of 15-32 per cent. discount was reached on January 19, but the outlook for Canadian funds at that time was better than at present. On Wednesday Canadian funds were strong and the premium on N. Y. funds was 1-8 of 1 per cent. Traders realized that pressure on Canadian funds would ease by the end of the month and this helped to maintain Canadian funds.

The present Canadian discount has been brought about by several factors. First of all Canadian banks have large reserves for which there is no immediate outlet in Canada, and which are being temporarily sent to the New York money markets. Furthermore exports of grain, etc., have fallen off while imports of coal and steel are quite heavy at present, causing an adverse flow of funds. In addition, our long term foreign borrowings have been rather light. The pressure, however, on Canadian funds, it is expected, will have subsided by the end of the month, since payments for coal will fall off. Payments to Canada against spring exports in wheat will soon begin, and the cheapness of Canadian dollars will probably speed up purchases.

The French situation was easier during the past week and the franc was firmer, fluctuating less violently, but the outlook is not improved and when the chamber meets on January 12th there will no doubt be a return to uncertainty. What France needs is less oratory and firmer leadership. The possibilities of the parties working together are not very bright, and if Briand fails, doubtless there will be an appeal to the people. In the upshot a new leader might come to the surface. In the meantime French industrialists who are selling in foreign countries experience great difficulties in quoting prices. Many who sell in Canada quote dollar prices for their goods and do not guarantee their prices. This has put a check on the sale of French goods in Canada, and no doubt a similar condition exists in other countries when France exports.

On Wednesday the whole exchange market showed strength, Brazilian funds closed 47 cents higher over the previous week. Considerable interest was also taken in the Japanese yen.

NEW YORK FUNDS

			Last year	
	High	Low	High	Low
Dec. 30	7-64	3-32	1-4	7-32
Dec. 31	7-64	7-64	1-4	3-16
Jan. 4	11-64	3-16	...	....
Jan. 5	3-16	5-32	3-8	11-32
Jan. 6	5-32	1-8	11-32	11-32

STERLING, FRANCS, AND LIRE

	Sterling Close	Francs Close	Lire Close
Dec. 30	4.85 11/16	3.71½	4.04½
Dec. 31	4.85¾	3.75	4.04½
Jan. 4	4.85 15/16	3.83½	4.04½
Jan. 5	4.85¾	3.81½	4.04½
Jan. 6	4.85⅞	3.86	4.04¾

OTHER EXCHANGES

Par		Close Dec. 29	Close Jan. 6
19.30	Italian	4.04½	4.04¾
23.82	German	23.83	23.84
32.45	Brazilian	14.40	14.87
19.30	Belgium	4.54	4.54¼
49.85	Japan	....	43.67

NEW LAKE SUPERIOR CORPORATION VICE-PRESIDENT

James W. Gemmell has been appointed vice-president of the Lake Superior Corporation and Algoma Steel Corporation, of Sault Ste. Marie, Ont., in charge of finance and accounts of both corporations and subsidiary companies. He remains treasurer of the Lake Superior Corporation.

SALE OF POPLAR TIMBER

TENDERS WILL BE RECEIVED by the undersigned up to and including the 8th of February, 1926, for the right to cut the Poplar Timber, approximately one-half million cords, on certain areas in Townships within the Districts of Sudbury, Cochrane and Temiskaming, subject amongst other conditions to the manufacture of same into finished products within the Province of Ontario.

FURTHER PARTICULARS may be obtained upon application to the undersigned or Deputy Minister of Lands and Forests.

JAMES LYONS,
Minister of Lands and Forests.

N.B.—No unauthorized publication of this Notice will be paid for.
TORONTO, January 4th, 1926.

The International Nickel Co.

A quarterly dividend of one and one-half per cent. on the Preferred Stock has been declared this day payable February 1, 1926, to the Preferred Stockholders of Record at the close of business January 18, 1926.

JAMES L. ASHLEY,
Secry. & Treas.
New York, January 4, 1926.

BELDING--CORTICELLI

Dividend No. 5

The Directors of Belding Corticelli, Limited, are making a distribution from the earnings of the half year ended November 30th, 1925, of 3% on the Common Stock of the Company, payable January 15th, 1926, to Shareholders of record January 5th, 1926.

By order of the Board.
J. P. KENNEDY,
Acting Secretary.

THE BELL TELEPHONE COMPANY OF CANADA

NOTICE OF DIVIDEND

A dividend of two per cent. (2%) has been declared payable on the 15th January, 1926, to shareholders of record at the close of business on the 23rd December, 1925.

W. H. BLACK,
Secretary-Treasurer.
Montreal, 25th November, 1925.

DIVIDEND NUMBER 145

Hollinger Consolidated Gold Mines, Limited

(No Personal Liability)

A dividend of 1.6% on the outstanding capital stock of the Company has been declared payable on the 28th day of January, 1926, on which date cheques will be mailed to shareholders of record at the close of business on the 12th day of January, 1926.

Dated the 5th day of January, 1926.
I. McIVOR,
Assistant-Treasurer.

A—DO YOU NEED CAPITAL TO expand your business?

WE ORGANIZE, REORGANIZE, incorporate and finance industrial business propositions anywhere in Canada. Expert staff of financial men at your disposal. Stock selling campaigns managed. Bank references.

LOCATORS, INDUSTRIAL FINANCIERS, 331 Bay, Toronto.

The Canadian Bank of Commerce

THE Annual Meeting of the Shareholders of this Bank for the election of Directors, and for other business, will be held at its banking house, Nos. 23 to 25 King Street West, Toronto, on Tuesday, the 12th day of January next. The chair will be taken at 12 o'clock noon.

By order of the Board,
JOHN AIRD,
General Manager.
Toronto,
November 27th, 1925.

The Bank of Toronto

ANNUAL MEETING

The Annual General Meeting of shareholders of this Bank will be held at the banking house of the institution, corner of King and Bay Streets, Toronto, on Wednesday, the thirteenth day of January next, the Chair to be taken at noon.

JOHN R. LAMB,
General Manager.
Toronto, November 30, 1925.

Howard Smith Paper Mills Limited

Dividend Notice on Preferred Stock

Notice is hereby given that a dividend of 2% on the Preferred Stock of the Howard Smith Paper Mills, Limited, has been declared for the quarter ending the 31st day of December, 1925, payable on the 20th day of January, 1926, to shareholders of record at the close of business on the 9th day of January, 1926.

By Order of the Board,
HAROLD CRABTREE,
Secretary.
Montreal, December 28, 1925.

Securities firm requires manager with experience in unlisted securities. Applicants to state fully previous experience, salary required, and full details, (which will be treated confidentially), otherwise not considered.

Box 3, Financial Post,
153 University Ave., Toronto, Ont.

THE Toronto Mortgage Company

Quarterly Dividend

Notice is hereby given that a Dividend of Two and one-half per cent., being at the rate of Ten per cent. per annum, upon the paid-up Capital Stock of this Company, has been declared for the current quarter, together with a bonus for the year of One per cent., both payable on 1st January, 1926, to Shareholders of record on the books of the Company at the close of business on 15th instant.

By order of the Board,
WALTER GILLESPIE,
Manager.

Town Debentures

Tenders for $15,000, 5%, 30-year Town of Westville School Debentures will be received by the undersigned up to and including Friday, January 8th, 1926. The Town does not bind itself to accept the highest or any tender.

THOS. W. MURRAY,
Town Clerk,
Westville, N.S.

The Dominion Bank

Notice is hereby given that the Annual General Meeting of the Shareholders will be held at the Head Office of the Bank, in Toronto, on Wednesday, 27th January, 1926, at twelve o'clock noon.

By Order of the Board.
C. A. BOGERT,
General Manager.
Toronto, 20th November, 1925.

Dominion Textile Company Limited

Notice of Dividend

A Dividend of One and Three-quarter per cent. (1¾%) on the Preferred Stock of Dominion Textile Company, Limited, has been declared for the quarter ending 31st December, 1925, payable January 15th, 1926, to shareholders of record 31st December, 1925.

By order of the Board.
JAS. H. WEBB,
Secretary-Treasurer.
Montreal, November 25th, 1925.

CITY OF REGINA SASKATCHEWAN

5% Debentures

$254,360.00

Sealed Tenders endorsed "Tenders for Debentures" will be received in the Office of the City Commissioners, City Hall, Regina, Sask., up to eleven o'clock A.M., Tuesday, January 26th, 1926, for the purchase of the following five per cent. Sinking Fund Debentures:

Purpose	Amount	Term	Dated
Pavement	$178,000.00	15 Yr.	January 1st, 192
Boulevard	5,300.00	15 Yr.	" " "
Domestic Sewer	9,400.00	30 Yr.	" " "
Concrete Walk	25,700.00	15 Yr.	" " "
Water Main	10,960.00	30 Yr.	" " "
Cenotaph	25,000.00	30 Yr.	October 1st, 1925
	$254,360.00		

Alternative bids are requested:

(1st) On the basis of both principal and interest payable in New York, Montreal, Toronto, Winnipeg or Regina at the holder's option.

(2nd) On the basis of both principal and interest payable in Montreal, Toronto, Winnipeg or Regina in Canadian Currency only.

Tenders may be for the whole or any part of the issue.

The bonds are a direct obligation of the City at large and are issued in Coupon form with interest payable semi-annually and principal at date of maturity.

Provision is made for the registration of principal only.

The right is reserved to reject any or all proposals.

Further information will be furnished upon application.

D. D. ROSS,
City Treasurer.

Exact Information Will Enable You to Control Sales Costs

DURING the past few years sales costs have constantly been rising. This has been chiefly due to a rising wage scale. But improved methods of machines have kept production and administrative costs within control.

If you can obtain accurate knowledge of markets and buying habits you can control sales costs and plan a sales program. This will enable you to establish for your goods a fair price which will include a fair profit. High sales costs merely increase prices or decrease profits. They do not increase values.

The MacLean Publishing Company have trained men representing their business papers spread out over Canada. These men are constantly in touch with the latest developments and the current needs of all industries covered by their business papers. They can give you facts and figures about your markets that will form a sound foundation for planned selling.

If you are concerned with the increased cost of selling enlist the co-operation of any of the business papers listed below.

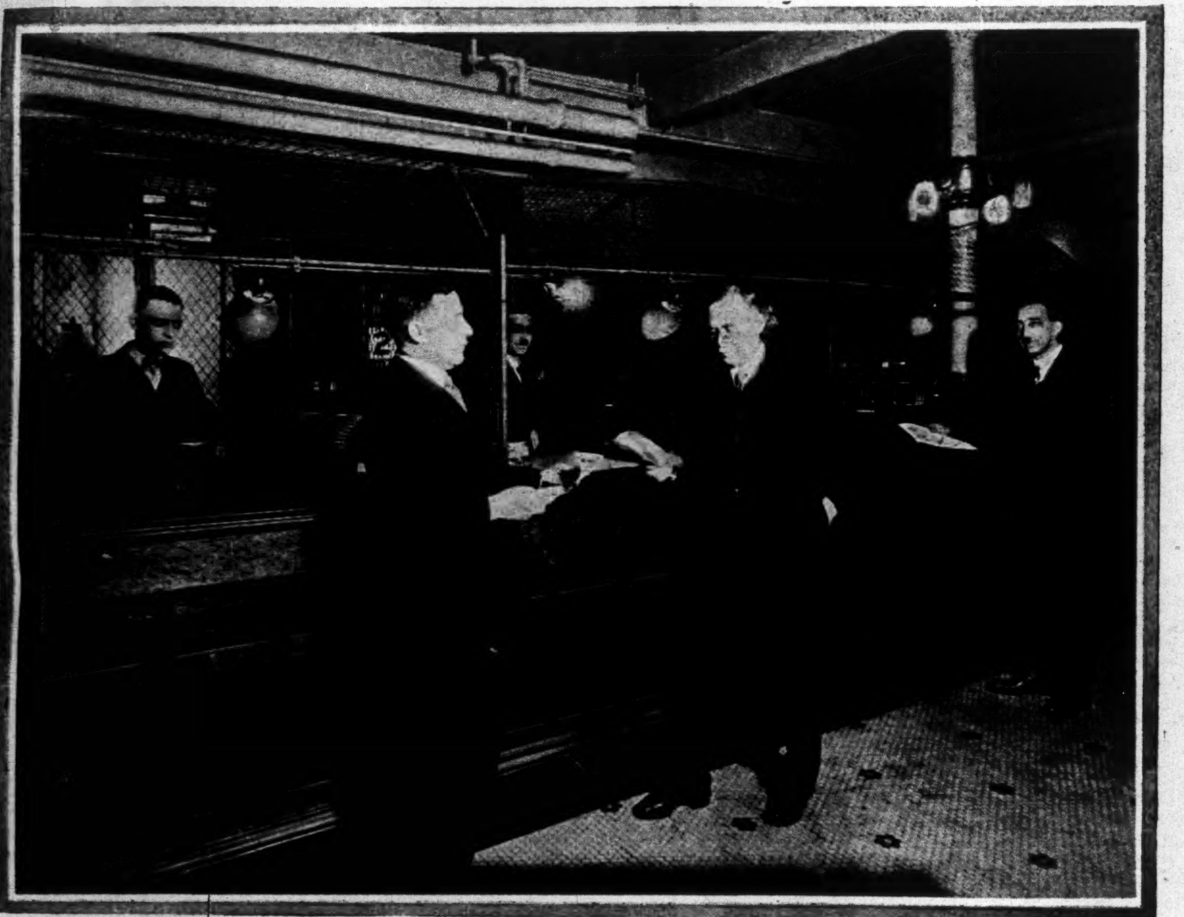
The MacLean Publishing Company, Limited
143-153 University Avenue, Toronto

Publishers of

- Canadian Grocer
- Hardware and Metal
- Dry Goods Review
- Men's Wear Review
- Power House
- Canadian Machinery
- Canadian Foundryman
- Drug Merchandising
- Bookseller and Stationer
- Printer and Publisher
- Sanitary Engineer
- Canadian Automotive Trade

City of Hamilton has new System in Tax Department

Gives Muncipality Absolute Control and Check on all Tax Money and Accounts



Receiving offices at Hamilton, where 3 National Cash Registers are used.

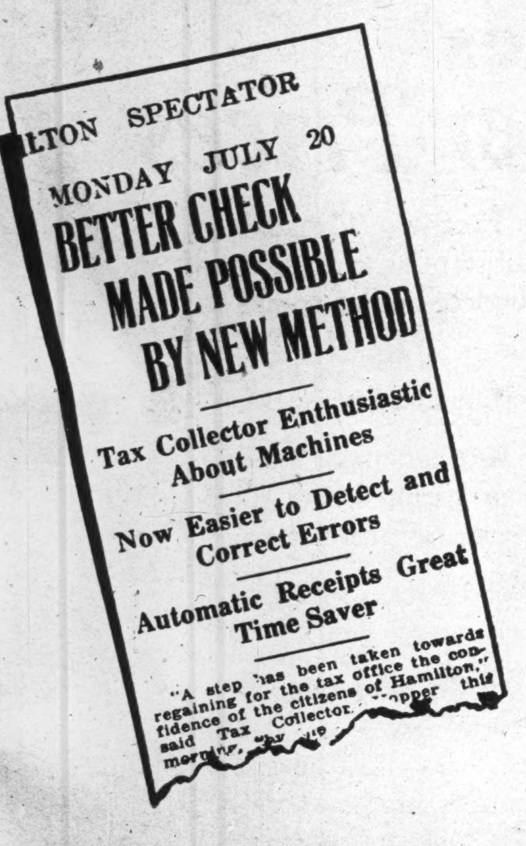
"It is a source of great satisfaction to know that we have the safest known system operating so satisfactorily in our tax department." —Mayor Treleaven

Mr. Herbert Hopper, Collector of Taxes for the City of Hamilton, states:—

"We have had our National Cash Register Accounting System in operation since July 2, 1925. During this time we have handled upwards of $5,000,000 in taxes and other payments. With this system we have absolute control over payments and accounts.

With the National Cash Register System:—

1. No person can be given an official receipt for payment unless the Municipality has an exact record of the transaction and the money.
2. The totals of the money recorded are kept under lock and key and we know, independently of the cashiers, just how much money each cashier must account for.
3. Each of these registers records and provides separate totals for our convenience.
4. The Cash Register printed figures on the tax bill, which is in duplicate, constitutes the taxpayer's official receipt, a serial number of which is recorded and identified on our machine audit sheet or cash book.
5. Both Municipality and cashier know each night that each cash payment has been properly recorded and proper receipt given.
6. We can ascertain at the moment the amount collected for current taxes, arrears and penalty and interest.
7. The National Cash Register System is the centre of control in the Tax Department. We are securing control of accounts and protection for both Municipality and cashiers that is not possible with any other system, and the Mayor, the Board of Control, and the Finance Commissioner are all very well pleased with the results obtained."



LTON SPECTATOR
MONDAY JULY 20

BETTER CHECK MADE POSSIBLE BY NEW METHOD

Tax Collector Enthusiastic About Machines

Now Easier to Detect and Correct Errors

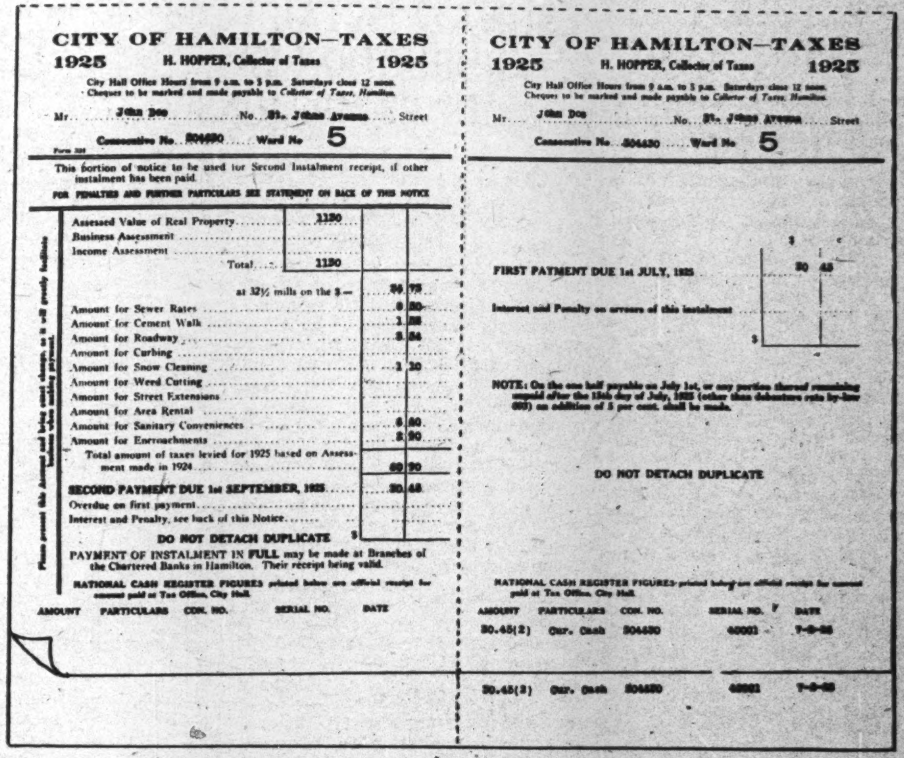
Automatic Receipts Great Time Saver

"A step has been taken towards regaining for the tax office the confidence of the citizens of Hamilton," said Tax Collector Hopper this morning,

From the Hamilton Spectator of July 20, 1925

"We are really protected by the National Cash Register System and would certainly not care to operate in the old way again."

Ross Patterson — Harry Amer — Fred Snelling
Cashiers



CITY OF HAMILTON—TAXES
1925 H. HOPPER, Collector of Taxes 1925
City Hall Office Hours from 9 a.m. to 5 p.m. Saturdays close 12 noon.
Cheques to be marked and made payable to *Collector of Taxes, Hamilton.*
Mr. John Doe No. St. Johns Avenue Street
Consecutive No. 504630 Ward No 5
Form 321

This portion of notice to be used for Second Instalment receipt, if other instalment has been paid.
FOR PENALTIES AND FURTHER PARTICULARS SEE STATEMENT ON BACK OF THIS NOTICE

Please present this Account and bring exact change, as it will greatly facilitate business when making payment.

		$	c
Assessed Value of Real Property	1130		
Business Assessment			
Income Assessment			
Total	1130		
at 32½ mills on the $—		36	73
Amount for Sewer Rates		6	30
Amount for Cement Walk		1	88
Amount for Roadway		5	84
Amount for Curbing			
Amount for Snow Cleaning		1	20
Amount for Weed Cutting			
Amount for Street Extensions			
Amount for Area Rental			
Amount for Sanitary Conveniences		6	80
Amount for Encroachments		2	90
Total amount of taxes levied for 1925 based on Assessment made in 1924		60	90
SECOND PAYMENT DUE 1st SEPTEMBER, 1925		30	45
Overdue on first payment			
Interest and Penalty, see back of this Notice			
DO NOT DETACH DUPLICATE	$		

PAYMENT OF INSTALMENT IN FULL may be made at Branches of the Chartered Banks in Hamilton. Their receipt being valid.

NATIONAL CASH REGISTER FIGURES printed below are official receipt for amount paid at Tax Office, City Hall.

AMOUNT PARTICULARS CON. NO. SERIAL NO. DATE

CITY OF HAMILTON—TAXES
1925 H. HOPPER, Collector of Taxes 1925
City Hall Office Hours from 9 a.m. to 5 p.m. Saturdays close 12 noon.
Cheques to be marked and made payable to *Collector of Taxes, Hamilton.*
Mr. John Doe No. St. Johns Avenue Street
Consecutive No. 504630 Ward No 5

	$	c
FIRST PAYMENT DUE 1st JULY, 1925	30	45
Interest and Penalty on arrears of this instalment		
	$	

NOTE: On the one half payable on July 1st, or any portion thereof remaining unpaid after the 15th day of July, 1925 (other than debenture rate by-law 665) an addition of 5 per cent. shall be made.

DO NOT DETACH DUPLICATE

NATIONAL CASH REGISTER FIGURES printed below are official receipt for amount paid at Tax Office, City Hall.

AMOUNT	PARTICULARS	CON. NO.	SERIAL NO.	DATE
30.45(2)	Cur. Cash	504630	40001	7-8-25
30.45(2)	Cur. Cash	504630	40001	7-8-25

Reproduction of Tax Bill with Duplicate as used by Municipality of Hamilton, National Cash Register System figures make official receipt.

The National Cash Register System

What it does:-

Provides absolute mechanical control of accounts.

Checks accuracy of cashiers.

Gives a quick balance.

Protects cashiers.

Protects original entry at source of revenue.

Protects the Taxpayer.

Reduces errors to a Minimum.

Government, Provincial and Municipal Offices Equipped with National Cash Registers:

Dominion Government
Province of Alberta
Province of Saskatchewan
Province of Manitoba
Province of Ontario
Province of Quebec
Province of Nova Scotia
City of St. Catharines, Ont.
City of Hamilton, Ont.
City of Montreal, Que.
City of Sherbrooke, Que.
City of Saskatoon, Sask.
City of Edmonton, Alta.
City of Lethbridge, Alta.
City of Victoria, B.C.
City of N. Vancouver, B.C.
City of Nelson, B.C.
City of Winnipeg, Man.
City of Portage la Prairie, Man.
City of St. Boniface, Man.
City of Sydney, N.S.
City of Sudbury, Ont.
Township of York, Toronto, Ont.
Sheriff's Office, City of Toronto
Montreal Law Courts, Montreal, Que.
Montreal Registry Office, Montreal, Que.
Newfoundland Government, St. John's, Nfld.

The National Cash Register Company of Canada, Limited

TORONTO - CANADA

Offices in all the Principal Cities of the World

News of the Mines: *A Department for Executives and Investors*

Conducted by DANIEL E. CUSHING, Mining Editor, The Financial Post.

INTENSIVE HUNT FOR BASE METALS IN EAST. CANADA

Nova Scotia, Quebec and Ontario Deposits Are Closely Studied

Seldom or never has such interest been shown, according to Dr. F. J. Alcock, of the Geological Survey, in the economic possibilities of the occurrences of lead and zinc minerals in eastern Canada as has been shown in 1925. There are few known deposits that have not been the subject of close inquiry. On several old properties new options have been taken and exploratory work in the way of diamond-drilling and underground or surface work is being carried on. Development work is also being done on a number of new deposits. Some of those now receiving attention give promise of developing into producing mines.

In Nova Scotia development work is progressing on the Stirling property in the south-eastern part of Cape Breton island. The ore occurs in parallel bands in the rock. The mineralized zone has been traced on the surface for a length of four hundred feet, and in one trench it has a width of ninety feet, which includes, however, two bands of rock. A shaft is being sunk to a depth of four hundred feet alongside the main ore-body by the American Cyanamid Company, of New York, and cross-cuts are being run at hundred-foot levels to tap the ore. A local company has also been formed to develop a deposit of galena at Smithfield, near Truro, in Colchester county.

Lead and zinc minerals are known to occur at a number of places in New Brunswick but at present no property is under development.

Good Quebec Outlook

In Quebec the only property producing zinc and lead is the Tetreault mine, at Notre Dame des Anges, Portneuf county. Work has here been carried to a depth of five hundred feet. A somewhat similar deposit which has attracted renewed attention occurs on Calumet Island in the Ottawa River. During the past spring and summer diamond-drilling operations were carried out on the Federal property situated in the interior of Gaspe, forty-six miles by road from the railway. A large number of veins have been opened up by surface trenching and over two thousand feet of underground work in the form of drifting and cross-cutting has been carried out. Zinc ore has been found in the Rouyn area, western Quebec, associated with copper, and it appears most likely that zinc will be one of the products of the mining and smelting industry soon to be established in this part of the province.

In Ontario there is one property that has been making a steady production of lead for several years. This is the Kingdon mine, near Galetta. Work in this mine has progressed to a depth of over one thousand feet and for a length of over two thousand feet. Options have been taken on a number of other galena-bearing veins in the Arnprior-Galetta area and development work is being carried out on them.

Frontenac Optioned

The Frontenac lead mine, near Perth road, has recently been taken over with a view to working it. Near Renfrew, a deposit of zinc similar in many ways to that of Notre Dame des Anges is under development.

Extensive diamond-drilling operations have been carried on during the past fall near Sudbury on a mineralized zone for the purpose of ascertaining the zinc possibilities. Near Geneva, in the same district, work has been performed on a new discovery of zinc. Interest has also been taken during the past summer in the old Wright mine on the east shore of Lake Timiskaming, in the Victoria and Cascade properties near Sault Ste. Marie, and in the Jefferson mine at Rush Lake, Genoa township, Sudbury district.

Oxford-Cobalt Makes Deal For Finances

Oxford-Cobalt mines has made a deal with a Toronto broker to provide new finances to carry on the exploration of its property at Cobalt. This will be started as soon as the present extensive diamond drill campaign is completed.

Several holes have been put down and according to Prof. J. W. Russell, managing director, some encouraging results have been met with. A hole driven south from the 150-ft. level cut a couple of strong veins and shows that cobalt ore was cut in 5 places. There were no silver values. The plan is to sink and develop the contact zone which it is expected will be reached around 500 or 600 feet. The section south of the main shaft is regarded as being very promising.

Oxford-Cobalt is located on the South-east Coleman. Gillies Limit boundary in the vicinity of the old Lumsden property. It was staked a number of years ago by Prof. Russell who has charge of the mining department of Western University.

Horace Young, Castle's New Controlling Head

Horace Young, late manager of Harker Gold mines, has been chosen manager of Castle-Trethewey, Gowganda, succeeding Murray Kennedy who resigned. Mr. Young made quite a record on Harker carrying on a very economical operation. He is a stickler for detail.

Castle is awaiting the advent of electric power next month when it will double its mill.

Found Mother Lode of Cariboo Placers High Up in Mountain

VICTORIA, B.C.—A big gold-strike, with values running as high as $1,000 a ton, is reported to have been made in the Cariboo country, by John Larsen, an old time prospector. Sale of the property is now being negotiated with a large English mining firm.

The discovery was made about 90 miles north east of Williams Lake on Keithley Creek. It is known as Yank's Peak claim, and is on top of the mountain of the same name, 6,500 feet up. At the thirty-five foot level free milling gold to the extent of 50 ounces to the ton has been taken out. About a dozen claims are bound up the sale negotiations.

Larsen, who is in Vancouver at the present time making arrangements for the sale of the property, claims that he has discovered the mother lode of the placer gold claims on the creek. His property is about three-quarters of a mile above the rich "Lucy" placer claim.

ESTIMATE METAL PRODUCTION IS UP 23 MILLIONS

Federal Survey of 1925 Output Shows Large Increase

Federal Department of Mines estimate of Canada's 1925 mineral production is $228,440,000. If it reaches this mark it will beat 1920, the previous high of $228,859,665 and will be $18,857,000 above the 1924 total of $209,583,406.

The remarkable advances in the production of gold, lead and zinc were most outstanding. Improvement in outputs marked the totals for nickel, copper, and cobalt; silver showed little change. There was an increase in the tonnage of iron ore exported from stocks at the mines.

Sales of asbestos increased during the year, so that the total for that commodity rose about 35,000 tons to 260,000 tons valued at $8,700,000, an increase of $1,990,000 above the sales in the preceding year. Advances in the production of other non-metallic minerals occurred in the figures for graphite, gypsum, mica, natural gas, quartz or silica, natural sodium sulphate and carbonate, salt, talc and soapstone.

Coal Output Off

Production figures for coal, feldspar, petroleum, and pyrites were below those reported in 1924. Except in coal, the losses were negligible. Coal showed a loss in tonnage amounting to upwards of 617,000 tons, and as coal at the mines sold at slightly lower prices during the year, the value of the output dropped $4,569,000 below the total for 1924.

Structural materials, such as cement, brick, tile, other clay products, building stone, sand and gravel showed a loss in aggregate value of $2,381,000. Production possibly declined during the year but as prices of building materials also dropped about 5 per cent. the loss in volume of output was probably less than the lowered total values of sales would indicate.

Mining, now third in rank among Canada's primary industries, contributes extensively to the wealth and prosperity of the Dominion. Large tonnages of freight move from and to the mines; many subsidiary industries depend upon the mining industry for their prosperity. Canada's progress in the production of mineral wealth has been notable particularly in recent years and the developments in established fields, the discovery of new mineral areas and finally the surpassing of all previous records stamp the mineral industry as one of the greatest factors in Canada's industrial and commercial life.

The figures:

	1924		1925	
Metals	Quantity	Value	Quantity	Value
Gold, oz.	1,525,382	$31,532,443	1,730,000	$35,768,000
Silver, oz.	19,736,323	13,180,113	19,494,000	13,469,000
Nickel, lb.	69,536,350	19,470,178	73,150,000	24,140,000
Copper, lb.	104,457,447	13,604,538	112,526,000	15,813,000
Lead, lb.	175,485,499	14,221,345	253,964,000	23,238,000
Zinc, lb.	98,909,077	6,274,791	111,010,000	8,469,000
Other metals		4,123,120		4,513,000
Total		102,406,528		125,410,000
Fuels and Other Non-Metallics—				
Coal, tons	13,638,197	53,593,988	13,022,000	49,024,000
Asbestos, tons	225,744	6,710,830	260,000	8,700,000
Natural gas, M. cu. ft.	14,881,336	5,708,636	15,707,000	6,309,000
Gypsum, tons	646,016	2,208,108	665,000	2,525,000
Salt, tons	207,979	1,374,780	210,000	1,300,000
Other non-metallics		2,199,667		2,172,000
Total		71,796,009		70,030,000
Structural Materials and Clay Products—				
Cement		13,398,411		13,631,000
Clay products		9,215,077		9,857,000
Lime		3,178,541		3,392,000
Other materials		9,588,840		6,120,000
Total		35,380,869		33,000,000
Grand total		209,583,406		228,440,000

Keora Has Doubled Up on Its Gowganda Force

Keora has doubled its mill force and is now operating two mill shifts and is about to put on the second shift underground at Calcite. Lake Gowganda operations are expected to reach No. 1 vein on the 275-ft. level. This is the vein which is producing excellent ore on the 200. There is now about a year's ore ahead of the mill.

NORANDO

Noronda's developments on the third level are said to conform closely to upper level values. One new ore body has been found and there are indications that another may be encountered soon. The new ore body assays approximately $20 a ton in gold and silver over a width of 20 ft.

LIST GOLD HILL SHARES

Gold Hill shares are to be listed in the unlisted department of Toronto Stock Exchange.

GOLD MINING IN NOVA SCOTIA IS AGAIN REVIVED

For Years Rich Deposits Have Been Neglected—Cochrane Hill to Fore

Someone is credited with having made the assertion some years ago that Nova Scotia had quit gold mining and gone to work. Part of the assertion was correct at least; the gold mining industry died. For some time the writer has contended through the columns of The Post that there were real opportunities for modern mining methods in Nova Scotia, and there are indications that a real testing out of the deposits of that province has got under way. There are several operations being carried on and some real progress is being made. There are also other new mining activities, including base metal operations.

One of the most advanced of the modern operations is the new Cochrane Hill Mining Co., which is operating the old property by that name, which was first opened up about 1870. It is in Guysborough County.

G. W. Ross, writing in Halifax Chronicle, says Cochrane Hill has been referred to as "the treasure house of Nova Scotia." He suggests that it may turn out that it is but one room of a treasure house that includes the entire western half of Guysborough.

Another interesting property is Moose River, operated by R. E. G. Burrows, and he has recently opened up some rich new leases. He is operating a 10-stamp mill and will soon add a small ball mill. The same engineer recently opened up a rich lead deposit and Nova Scotians are reported as having financed the preliminary development.

Waverly mining district will soon become active again as finances to open up a number of properties in that district are being raised in Boston. Several of these properties have been combined under one company. In the old days Waverly district was quite a producer of gold.

Goldenville Mine is operating its 20 stamps at capacity and may instal a new ball mill. Malaga district is showing new activity, and two properties are being operated. Wellington Arsenic has been financed in a big way and is working night and day now. Many interest are reported after the old Galena Mine at Smithfield.

Cochrane Hill commands the greatest attention at present among the golds. It is being well handled, and shows up to-day as a mine of substantial size, having an estimated total of 150,000 tons of ore blocked out and a total of 1,000,000 tons in sight. The property has been sampled several times and assays show a high gold content, some silver, with enough arsenic to pay mining costs.

The ore estimate is based on operations to 145 feet level. The mineralized belt is 80 feet wide, has been traced on surface for 1,200 feet. E. H. Henderson, one of the many engineers to examine the property, predicts a tremendous future for the operation.

It is understood that the company is installing Deisel oil engines, and when these are ready will commence a full-time operation. There is an excellent mill on the property.

The company has a valuable right, a water-power development which it has plans to develop and which will supply two towns, Melrose and Sherbrooke, as well as the mine, with electric energy.

Laval-Quebec Mines

TRADING in this new issue is expected to start within the next few days on Montreal and Toronto Mining Exchanges.

The company's properties consist of approximately 2,700 acres, well located in the Rouyn Camp, a considerable acreage adjoining and adjacent to the main holdings of Noranda Mines and the Waite-Montgomery.

Orders for Laval-Quebec stock should be filed with us at once as an active and advancing market is anticipated.

WRITE FOR PARTICULARS

ARTHUR E. MOYSEY & CO. LIMITED
FOUNDED 1904
Telephone: Elgin 5171
Moysey Building, 242 Bay Street, Toronto

MASON & DIESPECKER
Stock Brokers & Financial Agents: Secretaries & Representatives. Write us for information re
B. C. Mining Development
114-6 Pemberton Bldg., Victoria, B.C. 827 Rogers Bldg., Vancouver, B.C.
Members of Victoria Stock Exchange.

McIntyre, Dome, Kirkland Lake
We will be pleased to furnish full information on these operating mines upon request.
JORDAN AND MELINDA STREETS
A. E. Osler & Co.
TORONTO
Established 1886
PHONE ELGIN 3461

J. T. RICHARDS CO.
MINING STOCKS
CANADA LIFE BLDG.
OTTAWA
More than eighteen years' experience

We Solicit
inquiries from those interested in Canadian Mining Investments.
KIELY & SMITH
Members Standard Stock Exchange,
Canadian Pacific Bldg.,
Toronto, Can.

Mining Machinery
and rock drill parts—column parts for 3½ S.S. column — hose couplings.
TELEPHONE 67.
Elliott & Whitehall Machine and Tool Co.
Manufacturers of
Milling Cutters, Reamers and Small Tools, Chucks and Fixtures, Special Machinery, Jigs and Dies.
GALT, ONT.
Stocks at Timmins
VINCENT WOODBURY, Representative

C. F. MEIKLE & CO. LTD.
Members Montreal Mining Exchange,
145 St. James St., Montreal
Write for special letter on mining shares.

MORGAN U. KEMERER
MEMBER STANDARD STOCK MINING EXCHANGE
29 MELINDA STREET, TORONTO, ONT.

In Ottawa
MOWAT & MACGILLIVRAY
Members Standard Stock and Mining Exchange.
Stocks and Bonds
Direct wires to Toronto, Montreal and New York.
Ground Floor, Union Bank Bldg., Ottawa

B. C. Bonanza Mines Ltd.
A REAL MINE
Full particulars on request
Fidelity Securities Corpn. Ltd.
Insurance Exchange Building, MONTREAL.

We consider
Don Rouyn Gold Mines, Limited
the most promising mining investment offered today.
Write us for particulars.
St. Lawrence Finance Corporation
14 Hospital St., Montreal, Que.

I. J. ISBELL & Co. Limited
Mining Stocks
Authentic information gladly furnished on request.
McKinnon Bldg., Toronto
Phone Adel. 3806-7

Free Map of Quebec Gold Fields
A specially prepared map. You should have one. Send today.
—W. H. Thorburn & Co. LIMITED
Royal Bank Bldg., Toronto

World Leadership justifies Still Lower Prices!

On January 7th, Graham Brothers (Canada) Limited announced a substantial reduction in the prices of their complete line of trucks and motor coaches.

This was their third reduction in eight months.

It reflected again Graham Brothers pledge and determination to pass on to the buyer the full economies of rapidly increasing production.

The year 1925 was the greatest in Graham Brothers history.

It saw them advance to World Leadership in the 1½ ton truck field, and brought them the added distinction of being the largest exclusive truck manufacturers in the world.

Such positions are achieved only by enormous demand for a worthy product.

New prices now available from any Dodge Brothers Dealer

GRAHAM BROTHERS (CANADA) LIMITED
Toronto - Ontario
TRUCK DIVISION OF DODGE BROTHERS (CANADA) LIMITED

GRAHAM BROTHERS TRUCKS
SOLD BY DODGE BROTHERS DEALERS EVERYWHERE

News of the Mines

IRON ORE MINING IN ONTARIO FACES MANY ADVANTAGES

Low Grade Ores Could Be Treated and Marketed to Advantage

That mining and marketing Northwest Ontario low-grade iron ore will have sufficient compensating factors as will place it on a parity with the higher grade ores of the United States is the contention of J. J. O'Connor, an authority on the subject. He says that when the time comes, as it must come, within the comparatively near future, that an iron ore industry is developed in Ontario, there will be economic advantages over competitors in the United States. Ontario ores will require beneficiation and Mr. O'Conner says that it has been demonstrated that this can be done on a basis that will allow the ores to be sold in competition with the United States produced ore.

Beneficiating plants, he says, will of necessity be large to keep the per ton costs down and such ore, which may run from contract grade to 60 per cent. or better, will command a premium as it will be free of moisture and other deleterious matter.

Taxation in U. S.

Minnesota iron ores to-day face taxes averaging about 85c a ton. Federal taxes are extra.

The method of valuation is such that the larger the reserves that a company holds, the higher are the taxes, without regard to its output. For instance, one of the leading operators in Minnesota paid for 1924 a tax that amounted to $1.07 a ton on its production that year, on account of its large unopened reserves. In one year recently, a leading Ore and Steel Company paid a yearly tax that amounted to $4.03 on the production of that year. It has large reserves and its shipments that year were less than usual. In that same year it was selling a part of its ore delivered at Lake Erie, under an old contract, at much less than this tax charge.

The tax trend in Lake Superior iron ore States is upward. Already it has stopped all development not required for immediate mining.

Mr. O'Connor says these taxes are mostly state, municipal and educational. Aside from taxes that would arise in its own created centre an Ontario operator would pay the provincial tax of 3 per cent. on net profits up to a profit of $1,000,000 per year, figured from a basis of $10,000 per year, and if profits are below $10,000, there is no tax. If a company makes $500,000 a year, it pays $15,000 taxes a year. However, common business sagacity will require that it provide at least a large share of the costs of the essentials of civilization for its employees.

Large Saving Here

This might take another $15,000. If the operator was required to pay $45,000 and was producing 300,000 tons of concentrate yearly, then the gross tax would be 20c a ton. There is in this item, under these conditions, a saving from the Minnesota rate of not less than 65c a ton.

Ontario operators will pay no royalties. In Minnesota and most of the other lake states ore is produced from lands that are not owned in fee by the operators. They pay a royalty or ground rent for what they take out. This varies from some early leases at 25c a ton, to more than $1. It probably averages over the entire tonnage of Minnesota about 35c a ton. It is a direct charge against the ore and must come out of the profits of mining. Where there is fee ownership as may be had in Ontario, the only cost that can be compared to a royalty is interest on land investment, plus depletion of reserves.

Interest on a cost of $300,000 at 6 per cent. interest, is $18,000 a year. On the basis of a 300,000 tons annual production (1,000 tons per day) this amounts to 6c a ton. The tonnage is so great on the iron deposits of Northwestern Ontario, that any year's figures for depletion is too small a fraction of a cent to add. There is here, then, a saving over the Minnesota average royalty of about 29c a ton.

Iron ore freights are about a cent per ton-mile in Minnesota. To other ports on Lake Superior they are more than that. From all Mines in Minnesota to all shipping ports the rate is 90c a ton. The distances vary from 75 to more than 110 miles. The distance from say, the Mattawin range, to a harbor at Fort William, to a basin admirably adapted to become the site of an ore pier, is 42 miles.

It is understood that a rate of 40c a ton will be acceptable to the railways over this distance. There is here, then, a saving over the Minnesota rates amounting to about 40c a ton.

While grain freights to lower lake ports from Port Arthur and Fort William are the same as from Duluth-Superior to the lower lakes, and while it is probable that contract rates on ore from the Canadian head of the lakes will be the same as from Duluth-Superior, there is still this to be said: If a shipping interest used its own vessels in ore hauling it can save about ten per cent. in the actual costs of freights down the lakes, by reason of time saved Port Arthur to Lake Erie, as against Duluth to Lake Erie. If there were such a saving, it would amount to about 7c per ton, but no figure is included in the figures herewith.

Mr. O'Connor makes no mention of the Ontario bounty of 1c per unit on iron ore produced in the province which on 60 per cent. ore would be 60 cents per ton.

Don Rouyn Opens Rich Vein in Malartic Tp.

It is reported that Don Rouyn operations on its Malartic claims has opened up another quartz vein showing some gold. It parallels gold-bearing quartz veins already known. Assays of samples taken from this property gave result of over $30 per ton, after all free gold had been eliminated.

A force of men is now engaged in exploration work, and in making preparations for a diamond drilling campaign which is to be carried on through the winter. Later on, the diamond drilling is to be extended to Don Rouyn property group No. 1 in Rouyn Tp., where some excellent surface results have already been obtained.

POST INQUIRIES SHOW INTEREST

The mining market has given an unusual display of strength since the first of the year. The impression is strong that a boom year is in store for the mines and new buyers are coming into the market quite steadily.

The Financial Post can attest as to this newly-awakened interest. Mining inquiries from subscribers are to-day double and treble what they were a year ago, and show a steady increase, running at present about five and six daily. Some of them represent very heavy investments and speculations, as will be seen by the few chosen for publication on page 11 of each issue.

There have been no outstanding features to the market, only a general all-round display of strength. Teck-Hughes has moved up somewhat, so have Hollinger and Vipond. McIntyre shows a tendency to go into higher ground. Nipissing is being accumulated and so is Castle and Canadian Lorrain. Tough-Oakes has been firm. News of that annual meeting is still awaited.

C. W. Dome, which sold up to 24, has weakened a little. There are rumors that new Buffalo interests are in control now. Everett is also subject of rumors, but there is nothing definite one way or another, though the trend of the stock indicates accumulation. Bourlamaque syndicate has been called for active trading.

Contact Finds Faulted Section of Rich Vein

Some new successes have been met with on the Green-Meehan group of the Cobalt Contact properties. On two levels north of the old Green Meehan shaft, the strong No. 1 vein, which is to the south, is producing high grade ore, has been picked up. It was faulted at the shaft and previous operators had failed to locate the faulted section. On the 100-ft. level a shoot of high grade running 500 to 1,000 ounces has been cut into, according to Manager Dunlop's report, while on the other 200 the vein is strong and well defined with indications that silver values are not far off.

The finding of the extension of the vein is important and there are possibilities of it extending for 600-ft. It is indicated for this distance on surface.

MINING STOCK QUOTATIONS
Week Ending Jan. 5

	High for week	Low for close	Close Jan. 4	Close Dec. 28	Sales for week
Apex	3	3	3	3	3000
Amulet	167	149	149	148	58581
Argonaut	18⅜	15¾	17½	16	174800
Atlas	2	1⅞	1⅞	1¾	6500
Baldwin	2⅜	2	2⅜	2¼	114000
Barry Holl.	26½	25	25	26	40750
Beaver	54½	51	54	53¾	15300
Bidgood	6¼	6	6	6¼	10500
Buckingham	2¾	2½	2¾	2½	9500
Can. Lorrain	½	71½	75	70½	58850
Capitol	38	34	36	33½	18600
Chaput H.	8	8	8	7	7500
Castle Tre.	1.55	1.49	1.50	1.50	67080
Clifton	3	2½	2¾	2¾	12250
Coniagas	0½0	4.40	4.50	4.50	1540
Coniar'm	4.25	3.80	4.05	3.85	3418
Col. Kirkland	4	3⅞	3⅞	3½	28800
Cons. Smelters	184	177¼	177¼	182	17950
Cons. W. Dome	2	20	20	21	494851
Crown Res.	23	20	20	19¾	71850
Crown Res.	23	20	20	19¾	71850
Davidson C.	1½	1¼	1½	1½	8000
Dome Mines	7.25	16.50	16.50	17.00	5155
Everett	9½	7¾	8½	7¾	93500
Goldale	38½	34½	37	35	115 200
Gold Reef	1¾	1½	1¾	1¾	14500
Hattie	½	½	½	2	1000
Hattie Prf	2⅛	1⅞	2	1½	17500
Hollinger	18.00	17.30	16.65	17.60	6145
Hunton	7	7	7	7	20900
Indian	7	4½	4½	5	6100
Int. Nick. com.	46	43¾	45⅜	45¼	1540
Keeley	1.68	1.63	1.67	1.64	31625
Keora	14½	13¼	14	13¼	103500
Kirk. Lake	88	82	86	84¾	53750
Lakeside	3	2¾	3	3	15200
Lake Shore	9.90	9.50	9.75	9.50	10405
La Rose	40	37	37	39	24435
Lorrain	8½	7⅞	7⅞	8	37800
McKinley	26	22	22	24½	50100
McIntyre	22.80	22.65	22.70	22.50	7905
Mining Corp.	3.45	3.18	3.40	3.22	26900
Moneta	18	17½	17½	17	25000
Newray	45	42	44	38	26066
Nipissing	6.90	6.15	6.70	6.25	9410
Night Hawk	10	9	9	9	1100
Noranda	15.50	13.00	14.20	14.30	53860
Perc. Crown	4½	4½	4½	4	3000
Premier Gold	2.23	2.18	2.19	2.25	6600
Preston	8	7	8	7	13500
Teck Hughes	2.85	2.81	2.81	2.51	93317
Thomp. Krist	3	2	2½	2	16000
Timiskaming	14	13	13	13	6550
Tough Oakes	55½	51½	55	51½	69900
Vickers	14	13¼	13¼	13¼	11000
Victory Silver	5	5	5	5	1000
Vipong Cons.	1.69	1.57	1.57	1.58	115410
West Tree	2½	2½	2½	1.58	2000
Wettlaufer	5¼	5	5¼	5	14000
Wright Harg.	7.95	7.80	7.90	7.85	7660

HIGH COPPER VALUES

Better than 20 per cent. copper is reported from samples taken from a test pit on Duprat mines, Duprat Tp., Quebec.

Haultain Silver
GOWGANDA

Important developments are taking place at this property.

We have prepared a special report which will be mailed on request. Application will be made to list these shares at an early date. Phone or write without delay.

George S. Cochran & Co.
STOCK BROKERS
310 Transportation Building
Phone Main 0055
120 St. James St., MONTREAL

For practical assistance to the manufacturer, and business man in the testing, inspection and use of all materials.

Milton Hersey Company
LIMITED
Industrial Chemists and Engineers
Montreal Winnipeg

Mine Investors

At a time when many new mining issues are being offered to the public, it is advisable to get the advice of experienced Brokers before making commitments.

We offer you our services.

KIELY & SMITH
Members Standard Stock & Mining Exchange.
Canadian Pacific Building
TORONTO 2
Established 1908.

Gibson's Fortnightly Mining Review

is the expression of our twenty years of direct contact with the mining camps in the form of a market guide for our friends and clients.

We will gladly send copies to all those interested in mining opportunities.

Homer L. Gibson
AND COMPANY
Bank of Hamilton Bldg.
TORONTO
PHONES: ELGIN 2241-2-3-4-5.

British Columbia Mines have paid $70,000,000 in Dividends

—and the mining resources of the province have as yet hardly been scratched. Government surveys and reports show it to be one of the most promising mining areas in the world.

We offer thoroughly reliable information regarding mining in British Columbia.

You can write us with absolute confidence.

We are not interested in any mining property. We have no stock to sell. We are a semi-public body, organized to disseminate authentic information concerning the mining industry of British Columbia.

Address enquiries to Secretary, B.C. Chamber of Mines, Suite F, 438 Pender Street W., Vancouver, B.C.

HARVIE, SMITH & COMPANY
LIMITED
Dr. Robert Harvie, late of the Geological Survey of Canada

an organization combining accepted geological skill and the utmost fair dealing, devoted to the exploration and sale of mining properties

Correspondence Invited

707 Canada Cement Building
MONTREAL

The Formation is Announced of
ISBELL, LOGAN & CO.
to transact a general
Mining Brokerage business

1926

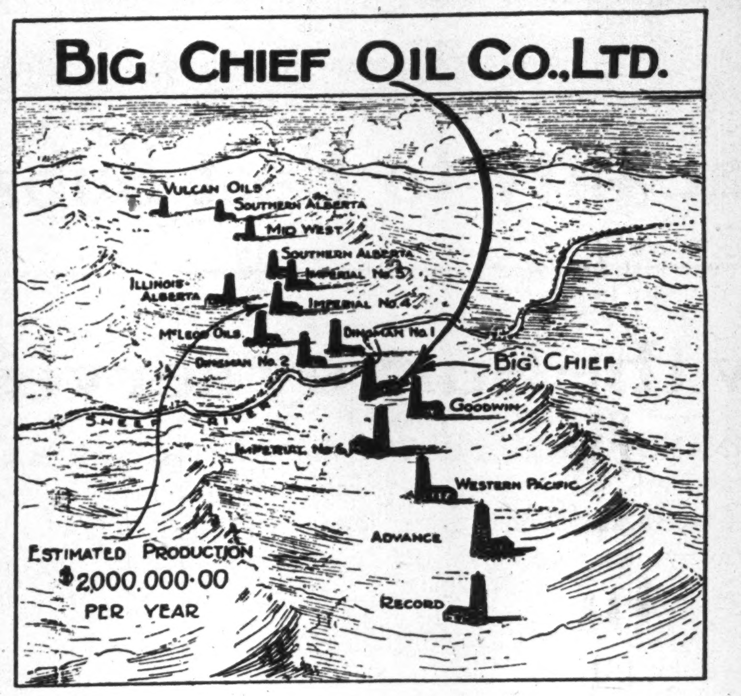
IT IS our prediction, based on 26 years' close contact with the Canadian Mining Industry, that 1926 will see new records set by the leading mines. New records will be made in point of production, in dividends earned and in dividends paid. Studying the horizon of 1926 from all aspects, investors have every reason in the world to look forward to the New Year with absolute confidence in the belief that rich prizes are in store for those who chose carefully and with foresight.

CONSULT us freely regarding your mining investments. Our facilities are entirely at your disposal. Now is a good time to go over your holdings and have them analyzed and appraised. We shall be glad to do this for you without charge; it is part of our service to investors.

ISBELL, LOGAN & CO.
IRVING J. ISBELL, Member.
Standard Stock and Mining Exchange, Toronto.
Montreal Mining Exchange, Montreal.
190 St. James Street, Montreal
Telephone, MAin 3401

STOBIE, FORLONG & CO.
STOCKS BONDS GRAIN
Second Floor, Reford Building
BAY AND WELLINGTON STREETS
HAMILTON Toronto KITCHENER
BRANTFORD Private Wire System OSHAWA
Montreal
141 Notre Dame Street, West

Interest in "Big Chief" Growing Daily as Nearby Wells Approach Main Oil Body



THE TURNER VALLEY, 45 miles southwest of Calgary, is attracting the attention of the biggest oil interests throughout the world, and, in view of the amazing gusher, the production of which is valued at over TWO MILLION DOLLARS PER YEAR, recently struck at lower depth by the Imperial Oil Company, experts are satisfied that this little valley is destined to become one of the greatest petroleum producing areas in the world—and that within a comparatively short time.

The Big Chief Oil Company, Limited

is drilling night and day, in the very heart and centre of the Valley, at a point where experts predict the largest gushers will be brought in. This Company is sponsored by reputable Canadian business men; has no promotion stock, no founders', management or preferred shares. This assures a maximum of cash for actual development work and that all profits will go to shareholders as there is no watered stock to pay dividends on.

Moreover, each original shareholder in the "Big Chief" will have the right to take up three times his original holdings at one dollar per share within 30 days after the oil has been struck, when, naturally, these shares will be eagerly sought at high prices. FIGURE THE POSSIBILITIES FOR LARGE PROFITS comprised in this offer.

APPLICATION FOR SHARES IN THE BIG CHIEF OIL COMPANY, LIMITED
G. A. WANLESS,
Suite 222, 190 St. James S., Montreal.

I hereby apply for and agree to buy.............shares from you in the Big Chief Oil Company, Limited, at One Dollar per share, and herewith pay you .... dollars, being one-quarter of the purchase price, and agree to pay the balance...........within thirty days after a producing well is brought in on the Company's holdings.

Name ....

City .... Province ....

Street (if any) ....

ONE or more of the wells nearing completion in the Turner Valley field, near Calgary, Alberta, will almost surely uncork, within the next few weeks, a flow of oil comparable to that of the "Royalite" No. 4, which is earning more than any other single natural resource in the British Empire.

In view of this and the excellent progress which the Big Chief Oil Company, Limited, is making in drilling, we anticipate that the present offering of "Big Chief" stock, carrying the privilege of taking up three shares after producton for each share paid for in cash, will almost certainly be withdrawn very shortly.

According to reports the Vulcan Oil Company, north of the "Big Chief" struck excellent showings of oil in their No. 1 well at a depth of 3,200 feet. Drilling is continuing as rapidly as possible at that depth and the bit is now thought to be penetrating the limestone structure with every probability of striking the main oil body very soon.

We advise immediate purchase of shares in the Big Chief Oil Company, Limited, as we believe this company is positively the "best bet" in the field.

The McLeod No. 2 well, close to Imperal Oil Company's big gusher—the Royalite No. 4—struck oil December 9th at 2,777 feet. The same evening there was three hundred feet of high gravity oil in the hole and, according to reports, after a number of barrels were baled out there was no appreciable reduction. This well also may be brought in to gusher production at any time, as may the Illinois-Alberta (one of the old wells which is being deepened to increase its flow), now down three thousand and ninety-five feet with six-inch casing set past the point where the old bit was originally lost at three thousand and forty feet.

Think what it will mean to "BIG CHIEF" shareholders when their well NOW DRILLING DAY AND NIGHT in the heart and centre of the field reaches the huge subterranean sea of oil which has been proven to exist in the Turner Valley. The tremendous profits earned through successful oil investments are a matter of common knowledge, but all these records bid fair to be shattered by "BIG CHIEF" shareholders, for the reason that this Company is organized on a safe and sane basis WITH NO PROMOTION STOCK and also because subscribers have the opportunity of securing their holdings on terms equivalent to ONE-QUARTER CASH AND THE BALANCE AFTER THE OIL HAS BEEN STRUCK.

It is conceded that the leases of the "BIG CHIEF" constitute what may be regarded as the cream of the field. Its well is located "on the pink," that is to say, the restricted area shown in that color on the Dominion Government geological maps, and practically offsets the Imperial Oil Company's "Royalite" No. 6, which is drilling rapidly. As, in choosing their location, the Imperial Oil Company has the beneft of the best geological advice and its own extensive experience in the field, the fact that it is located close to the Big Chief would seem to indicate the confidence they have in this particular section of the Turner Valley.

In view of the fact that the "BIG CHIEF" has no promotion stock and is now offering only a small block of shares for public subscription, to meet the requirements of its present financing, we are of the opinion that a reasonable investment in this company may make a fortune for you. In the event of the "BIG CHIEF" bringing in a well equal to the famous "Royalite" No. 4, which in view of its location may reasonably be hoped for, shares which may now be secured for $1.00 each—on terms equivalent to one-quarter cash and the balance after production—should be eagerly sought for at from $10 to $50 each; and this within a comparatively short time.

Remember, every shareholder in the Big Chief Oil Company, Limited, will have the right to take up three times his original holdings at $1.00 per share within 30 days after the oil has been struck. This means that a person putting in $500 now may take a huge profit within a few months. A smaller investment should bring proportionately satisfactory returns.

To-day—now—we urge upon you this significant fact—that, as a shareholder in the BIG CHIEF OIL COMPANY, LIMITED, you are in line for fortune. Because of its experienced management, immensely valuable holdings, complete drilling equipment and safe and sane organization THE CHANCES FOR IMMENSE PROFITS ARE ALL IN YOUR FAVOR.

Study the map; figure the possibilities for QUICK RETURNS which an investment in this Company offers. Then forward your subscription immediately. The present unusual offer—the right to take up three times your original holdings at $1.00 per share within 30 days after production—is subject to withdrawal without notice.

FILL IN THE APPLICATION FORM AND MAIL AT ONCE.
DON'T MISS THIS SQUARE CHANCE TO MAKE A FORTUNE.
Certificate for Shares paid for is issued immediately, together with Letter of Allotment protecting you on the unpaid balance.

G. A. Wanless
Suite 222
190 St. James St. Montreal

2000 copies sold in first 10 days

THE Financial Post Survey 1926, which came off the press a few days ago, has proven an even greater success than the first edition published a year ago. This is not surprising, as The Survey has been largely improved. "It's 200 per cent. better this year," we have been told.

Already, approximately 2,000 copies have been sold and orders have come from every part of Canada—from manufacturers, bankers, retail merchants, universities, libraries, lawyers, investors—from every one interested in Canadian business and Canadian affairs.

We want to put 5,000 copies of this valuable volume of business data to work. We want to put a copy on every business man's desk; in every business library.

The Survey is ready to join your staff; to be your ever ready reference for facts on Canadian affairs.

Up to the present, we have been selling The Survey at $3 a copy. To those who have subscribed for The Financial Post or renewed their subscriptions we have offered it at $1.50. Now we make the $1.50 offer, without any strings, to all bona fide subscribers of The Financial Post, no matter what the expiry date of their subscriptions. You do not have to renew your subscription to The Post unless it has already expired or is now expiring. The same price applies to all new subscribers. To non-subscribers the price will continue to be $3 a copy.

We feel that this price concession is due to those who week by week read and use The Financial Post and who will find this yearly analysis of Canadian business a valuable background for their weekly reading of the paper.

The sooner you get your copy the sooner you start to use it. Send your order to-day.

A dollar fifty to Post Subscribers

How the Survey serves you

THE FINANCIAL POST SURVEY will be of inestimable value to every man who makes his plans—in business, in selling, in buying, in investing—with a knowledge of all the facts. It will be of great value to every writer, to every editor, to every professor, to every man who makes public addresses, to every government official or member of a legislative body. It will help the engineer, the statistician, the banker. It will help you as a good citizen of Canada.

This survey grew out of a plan to meet the needs of the business community for definite figures reflecting both present and past conditions. There is nothing haphazard in its compilation. Those who have it in charge made first a thorough enquiry as to what was needed. The Survey is complete, thorough, accurate. The 1926 Survey gives in one volume a range of material so varied, so practical, and so comprehensive as to make it of daily value to executives.

$1.50

to subscribers to The Financial Post

Regular Price $3.00

If you are not now a subscriber to the Financial Post, why not get on the list now. Here's a handy coupon:

CLUBBING COUPON

THE FINANCIAL POST SURVEY,
143 University Avenue,
Toronto.

Send me one copy of The Financial Post Survey 1926 and also send me The Financial Post for one year. I enclose $6.50 as follows:

The Survey $1.50
The Post 5.00
$6.50

Name ....

Address ....
Jan. 8

Use this Coupon to get a Copy

SURVEY COUPON

THE FINANCIAL POST SURVEY,
143 University Avenue,
Toronto.

Send me......copies of The Financial Post Survey 1926, for which I enclose $.....

Regular price $3.00; price to subscribers to The Financial Post $1.50.

Name ....

Address ....
Jan. 8

"The only thing of its kind."

"Our good friend and weekly contemporary, The Financial Post, has just issued its annual cloth-bound Survey of Business and Finance, which has a number of new features that make it superior to its predecessor. Canadian mining is dealt with on a much broader scale than formerly, a whole chapter being devoted to this purpose—another significant sign of times, by the way. There is also an entirely new departure, one which we have not seen done elsewhere. This is a summary of finance, trade and business statistics of Newfoundland, our nearest British neighbor. New developments in Canada itself are dealt with statistically, such, for instance, as bus transportation. For statistic fiends this survey will make a meal and ought to be useful. It is the only thing of its kind in Canada we know of."

—*Toronto Star.*

"An invaluable handbook of ready reference."

"The second issue of The Financial Post Survey, 1926, which has just appeared off the press, is a ready work of reference for the business man, who may desire facts and figures concerning any line of industrial or commercial enterprise. The volume is replete with statistical information concerning every phase of business activity conducted in this country, and furthermore presents comprehensive yet concise records of tributary matters concerning which the business man may desire accurate information, as, for example, succession duty rates in Canada, the scale of income tax, the financial standings of the various more important urban municipalities, etc. The book, which is well and neatly bound, has been carefully edited, and forms an invaluable handbook of ready reference for the busy desk."

—*Toronto Mail and Empire.*

"A concise and up-to-date record."

The Survey, which is a well-bound book of over 230 pages, gives to Canadian business men and to those who are studying business conditions in Canada, a concise and up-to-date record of Canada's development in commerce, industry and finance. Figures and charts show monthly trends in every province, and there is a series of analyses of Canadian markets, with maps. For every province in Canada figures are given, in summary form, concerning the characteristics of the population, the buying habits of the people, wealth and buying power, etc. In the analysis of industries, the principal products in every industry with amounts and values are given. A new feature is an extensive summary of financial, trade and business statistics of Newfoundland. The chapter on Canadian mining includes an analysis of what the mines buy.

—*Saturday Night.*

"A work of immense practical benefit."

"The Financial Post, through years of preparation and staff-building, is equipped to render this big statistical service. The Financial Post Survey editors have been able to produce a work of immense practical benefit to business men, investors, etc."

—*Montreal Gazette.*

"An all-Canadian service for Canadians."

"It is an all-Canadian service. There are many agencies offering, at high prices, business and industrial surveys of Canadian conditions. Their value is often limited by reason of the fact that they are produced from a viewpoint foreign to Canadian conditions. The Financial Post Survey is produced for Canadians in all provinces, by Canadians who have worked in and known all provinces, and who are in regular touch with leading business and financial men in all the provinces."

—*St. Mary's Journal-Argus.*

"Should be on desk of every executive."

The MacLean Publishing Company, Limited, have brought out their second annual edition of The Financial Post Survey, and the 1926 issue in every way bears out the promise, shown in the 1925 issue, that the Canadian business and financial world were to have a valuable handy work of reference on which they could rely.

As we pointed out in our review of the initial issue, it is a work which should be on the desk of every executive.

—*The Financial Service.*

"First, as a power to eliminate waste, come statistics."

"The fundamenal of every economic action is to first determine the fact.

"Statistics are a counter-poise to psychology in business—an anchor of basic facts to tie to—not hunches or contagious optimism, or equally contagious pessimism, both of which directly affect the volume of production and business wrongfully and produce in themselves instability.

"Stability or instability in production and distribution is largely the result of the collective judgment of the trades. They cannot form a right judgment unless they know the facts as to their own business, and as to the trade as a whole. Furthermore, they must know the probable trend of business in general as indicated by movement in other trades.

"Solemn statistics are the greatest preventative of speculation and profiteering ever invented."

—*Herbert Hoover.*

What is in The Survey

Survey of Canadian purchasing power for coming year. Analysis of conditions in every marketing area in Canada.

Agricultural survey. What is produced on Canadian farms. Sources of our farm wealth.

Industrial analysis. Size, position and production of every industry in Canada.

Fisheries production in Canada.

Forestry industries in Canada.

Mining industries in Canada.

Canada in international trade. Our trade with every country in detail.

Public finance and taxation. Financial position of Dominion, provinces and municipalities. Income tax and succession duties, etc.

Banking in Canada.

Transportation. Railway costs, freight traffic, steamship routes, etc.

Commodity prices. Ten years' record of prices of all leading commodities.

Investment analysis. Stock market record, earnings and position of companies, etc.

Insurance and loaning records.

Population distribution in Canada.

Position and possibilities of Newfoundland.